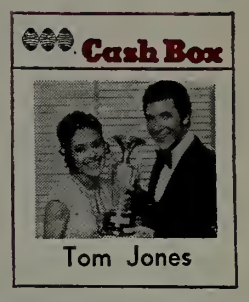
937

# What The Trade Can Expect At Midem 69 . . . See Editorial: The Price Of Doing Business . . . Paramount Label Formed . . . Bell Ups '68 Sales 70% . . . Justice Dept. Says 'No' To NGC Purchase Of WB/7 Arts . . . Disney Plan For Kiddie Disks In Latin Markets

Jan. 4, 1969

# Cash Box

75¢




Tom Jones

THE IN VOGUES

Int'l Section Begins Pg. 29

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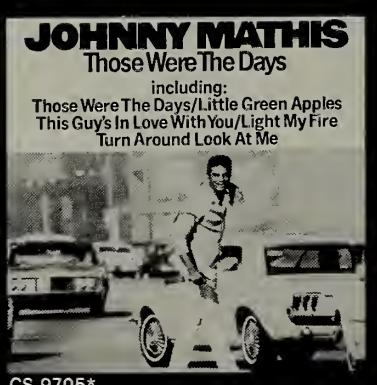


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# Cash Box

VOL XXX-NUMBER 23 / JANUARY 4, 1969

Publication Office / 1780 Broadway, New York, New York 10019 / Telephone: JUdson 6-2640 / Cable Address: Cash Box. N. Y.

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SUBSCRIPTION RATES $25 per year anywhere in the U.S.A. Published weekly. Second class postage paid at New York, N. Y. 10001 U.S.A. and additional entry office.

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# The Price Of Doing Business

Price change never seems to come easy in the record business. By what immutable law of economics does this industry operate with some kind of self-consciousness when, as a whole or individually, it decides on an upward adjustment of the cost of its product? We have no idea how this all came about, but there would seem to be something sacred about keeping records at a fixed cost to consumers. Under this false stability, the record industry is supposed to be immune to the outside world, where the cost of doing business—at the pace of spiralling inflation—is ever on the increase, and increased price scales are a rather ordinary fact of life.

These thoughts come to mind as a result of the new pricing schedule announced by RCA Records for its pop and Red Seal album lines. The new pricing—not affecting singles or the company's economy-priced LP's—is a modest 4%, bringing the list prices of the product involved to the point where they were three years ago when the industry passed on to consumers the savings that came with the removal of the excise tax.

Cynics might point to the death of the mono record as essentially a price increase, since consumers could no longer buy a mono disk at $3.79 (list price, to be sure) and were forced to go stereo at $4.79 (list price, to be sure). But, the trade knows that the changeover to all-stereo proved a costly burden to many labels—yet who dared to suggest a price increase, even at RCA's 4% adjustment?

To illustrate once more the industry's self-consciousness in making price adjustments, some companies have set higher prices for certain albums, such as original cast product. Quite often, this has been accompanied by something "extra," mainly in the nature of elaborate packaging, including booklets, photos, posters, etc. So higher prices are justified by obvious increases in cost-factors to produce the set! But, the consumer should also be aware that the "hidden" cost-factors climb, too. Like the greatly increased income by artists from labels, the cost of studio time, the increase in studio time to produce more entertaining LP's, labor costs at all levels, etc.

It was recently suggested by Clive Davis, president of CBS Records, that the industry charge for its product on the basis of what the traffic will bear. Like Broadway, night-clubs and concert arenas that engage super-stars. This is fair in our view.

It is also fair that the business make general adjustments when the economics of doing business can no longer accept the price status-quo. This is only fair, too.

# Cash Box TOP 100

| | | 12/28 | 12/21 |
|---|---|---|---|
| 1 | **I HEARD IT THRU THE GRAPEVINE**<br>Marvin Gaye-Tamla 54176 | 1 | 1 |
| 2 | **WICHITA LINEMAN**<br>Glen Campbell-Capitol 2302 | 3 | 5 |
| 3 | **STORMY**<br>Classics IV-Imperial 6632B | 2 | 3 |
| 4 | **I LOVE HOW YOU LOVE ME**<br>Bobby Vinton-Epic 10397 | 5 | 2 |
| 5 | **I'M GONNA MAKE YOU LOVE ME**<br>Diana Ross & Supremes & Temptations-Matown 1137 | 9 | 13 |
| 6 | **ABRAHAM, MARTIN & JOHN**<br>Dion-Laurie 3464 | 4 | 2 |
| 7 | **LOVE CHILD**<br>Diana Ross & Supremes-Motown 1135 | 6 | 6 |
| 8 | **CLOUD NINE**<br>Temptations-Gordy 7081 | 10 | 10 |
| 9 | **FOR ONCE IN MY LIFE**<br>Stevie Wonder-Tamla 54174 | 7 | 4 |
| 10 | **CINNAMON**<br>Derek Bang 558 | 11 | 14 |
| 11 | **SOULFUL STRUT**<br>Young-Holt Unlimited-Brunswick 55391 | 15 | 22 |
| 12 | **GOING UP THE COUNTRY**<br>Canned Heat-Liberty 56077 | 17 | 20 |
| 13 | **HOOKED ON A FEELING**<br>B. J. Thomas-Scepter 12230 | 16 | 21 |
| 14 | **BOTH SIDES NOW**<br>Judy Collins-Elektra 45639 | 8 | 9 |
| 15 | **TOO WEAK TO FIGHT**<br>Clarence Carter-Atlantic 2569 | 18 | 18 |
| 16 | **WHO'S MAKING LOVE**<br>Johnny Taylor-Stax 0009 | 12 | 8 |
| 17 | **SON OF A PREACHER MAN**<br>Dusty Springfield-Atlantic 2580 | 21 | 27 |
| 18 | **IF I CAN DREAM**<br>Elvis Presley-RCA 9670 | 23 | 32 |
| 19 | **SEE SAW**<br>Aretha Franklin-Atlantic 2574 | 13 | 12 |
| 20 | **I STARTED A JOKE**<br>Bee Gees-Atco 6639 | 29 | 40 |
| 21 | **CRIMSON & CLOVER**<br>Tommy James & Shondells-Roulette 7028 | 33 | 66 |
| 22 | **BELLA LINDA**<br>Grassroots-Dunhill 4162 | 26 | 33 |
| 23 | **LO MUCHO QUE TE QUIERO**<br>(The More I Love You)<br>Rene & Rene-White Whale 287 | 30 | 37 |
| 24 | **PAPA'S GOT A BRAND NEW BAG**<br>Otis Redding-Atco 6636 | 32 | 35 |
| 25 | **RAY OF HOPE**<br>Rascals-Atlantic 2584 | 14 | 15 |
| 26 | **'TILL**<br>Vogues-Reprise 0788 | 19 | 16 |
| 27 | **CHEWY, CHEWY**<br>Ohio Express-Buddah 70 | 20 | 11 |
| 28 | **EVERYDAY PEOPLE**<br>Sly & the Family Stone-Epic 10407 | 38 | 68 |
| 29 | **THE WORST THAT COULD HAPPEN**<br>Brooklyn Bridge-Buddah 75 | 40 | 50 |
| 30 | **SHAME, SHAME**<br>Magic Lanterns-Atlantic 2560 | 22 | 17 |
| 31 | **SHOWDOWN**<br>Archie Bell & Drells--Atlantic 2583 | 43 | 52 |
| 32 | **THIS IS MY COUNTRY**<br>Impressions-Curtom 1934 | 41 | 46 |
| 33 | **STAND BY YOUR MAN**<br>Tammy Wynette-Epic 10398 | 44 | 54 |
| 34 | **SCARBOROUGH FAIR**<br>Sergio Mendes & Brasil '66-A&M 986 | 24 | 19 |
| 35 | **HEY JUDE**<br>Wilson Pickett-Atlantic 2591 | 46 | 61 |
| 36 | **MY FAVORITE THINGS**<br>Herb Alpert-A&M 1001 | 42 | 59 |
| 37 | **MAGIC CARPET RIDE**<br>Steppenwolf-Dunhill 4161 | 25 | 23 |
| 38 | **HEY JUDE**<br>Beatles-Apple 2276 | 27 | 25 |
| 39 | **TOUCH ME**<br>Doors-Elektra 45646 | 53 | — |
| 40 | **I CAN'T TURN YOU LOOSE**<br>Chambers Bros.-Columbia 44679 | 39 | 41 |
| 41 | **THOSE WERE THE DAYS**<br>Mary Hopkin-Apple 1801 | 31 | 26 |
| 42 | **READY OR NOT HERE I COME**<br>Delfonics-Philly Groove 154 | 52 | 63 |
| 43 | **BABY LET'S WAIT**<br>Royal Guardsmen-Laurie 3461A | 47 | 57 |
| 44 | **CALIFORNIA SOUL**<br>5th Dimension-Soul City 770 | 56 | — |
| 45 | **THE GIRL MOST LIKELY**<br>Jeannie C. Riley-Plantation 7 | 48 | 51 |
| 46 | **CROSSTOWN TRAFFIC**<br>Jimi Hendrix Experience-Reprise 0792 | 36 | 42 |
| 47 | **ISN'T IT LONELY TOGETHER**<br>O. C. Smith-Columbia 44705 | 50 | 53 |
| 48 | **ELECTRIC STORIES**<br>Four Seasons-Philips 40577 | 58 | 62 |
| 49 | **I'VE GOTTA BE ME**<br>Sammy Davis Jr.-Reprise 0779 | 60 | 79 |
| 50 | **KENTUCKY WOMAN**<br>Deep Purple-Tetragrammaton 1508 | 34 | 34 |
| 51 | **ARE YOU HAPPY**<br>Jerry Butler-Mercury 72876 | 64 | 72 |
| 52 | **LITTLE ARROWS**<br>Leapy Lee-Decca 32380 | 28 | 24 |
| 53 | **AMERICAN BOYS**<br>Petula Clark-Warner Bros. 7244 | 51 | 49 |
| 54 | **A MINUTE OF YOUR TIME**<br>Tom Jones-Parrot 40035 | 66 | 78 |
| 55 | **VANCE**<br>Roger Miller-Smash 2197 | 61 | 64 |
| 56 | **BLUEBIRDS OVER THE MOUNTAIN**<br>Beach Boys-Capitol 2360 | 63 | 70 |
| 57 | **BUILD ME UP, BUTTERCUP**<br>Faundations-Uni 55101 | 84 | — |
| 58 | **ROCKIN' IN THE SAME OLD BOAT**<br>Bobby Bland-Duke 440 | 62 | 71 |
| 59 | **THIS MAGIC MOMENT**<br>Jay & The Americans-United Artists 50475 | 79 | 90 |
| 60 | **FEELIN' SO GOOD**<br>Archies-Calendar 1007 | 71 | 82 |
| 61 | **RAINBOW RIDE**<br>Andy Kim-Steed 711 | 68 | 77 |
| 62 | **YOU GOT SOUL**<br>Johnny Nash-Jad 209 | 75 | 84 |
| 63 | **TIT FOR TAT**<br>James Brown-King 6204 | 73 | — |
| 64 | **HANG 'EM HIGH**<br>Booker T & The MG's-Stax 0013 | 69 | 76 |
| 65 | **SOUL SISTER, BROWN SUGAR**<br>Sam & Dave-Atlantic 2590 | 74 | 88 |
| 66 | **ELOISE**<br>Barry Ryan-MGM 14010 | 76 | 87 |
| 67 | **CALIFORNIA DREAMIN'**<br>Bobby Womack-Minit 32055 | 72 | 83 |
| 68 | **SHE'S A LADY**<br>John Sebastian-Kama Sutra 254 | 70 | 80 |
| 69 | **YOU SHOWED ME**<br>Turtles-White Whale 292 | 78 | — |
| 70 | **SWEET CREAM LADIES, FORWARD MARCH**<br>Box Tops-Mala 12035 | 86 | — |
| 71 | **DOES ANDBODY KNOW I'M HERE**<br>Dells-Cadet 5631 | 80 | — |
| 72 | **CAN I CHANGE MY MIND**<br>Tyrone Davis-Dakar 602 | 82 | — |
| 73 | **I PUT A SPELL ON YOU**<br>Creedence Clearwater Revival-Fantasy 617 | 65 | 74 |
| 74 | **MALINDA**<br>Babby Taylor-Gordy 7079 | 67 | 75 |
| 75 | **IF I HAD TIME**<br>Nick De Caro-A&M 1000 | 81 | 89 |
| 76 | **TRAGEDY**<br>Brian Hyland-Dot 17176 | 77 | 86 |
| 77 | **CONDITION RED**<br>Goodees-Hip 8005 | 88 | 95 |
| 78 | **BABY, BABY, DON'T CRY**<br>Smokey Robinson & Miracles-Tamla 5417B | — | — |
| 79 | **PROMISES, PROMISES**<br>Dionne Warwick-Scepter 12231 | 37 | 28 |
| 80 | **FLY WITH ME**<br>Avant Garde-Columbia 44701 | 85 | 92 |
| 81 | **BATTLE HYMN OF THE REPUBLIC**<br>Andy Williams-Columbia 44650 | 57 | 65 |
| 82 | **NOT ON THE OUTSIDE**<br>The Moments-Stang 5000 | 87 | 93 |
| 83 | **LONG LINE RIDER**<br>Bobby Darin-Directian 350 | — | — |
| 84 | **DANDY SANG BASS**<br>Johnny Cash-Columbia 44689 | — | — |
| 85 | **THINGS I'D LIKE TO SAY**<br>New Colony Six-Mercury 72858 | 91 | — |
| 86 | **NOBODY**<br>Dog Night-Dunhill 4168 | 89 | 96 |
| 87 | **GOODNIGHT MY LOVE**<br>Paul Anka-RCA 0103 | 97 | — |
| 88 | **PUT YOUR HEAD ON MY SHOULDER**<br>Lettermen-Capitol 2324 | — | 60 |
| 89 | **RAMBLIN' GAMBLIN' MAN**<br>Bob Seegar-Capitol 2297 | 98 | — |
| 90 | **THE BEGINNING OF MY END**<br>Unifics-Kapp 957 | — | 85 |
| 91 | **MAY I**<br>Bill Deal & The Rhandels-Heritage 803 | 90 | — |
| 92 | **IF IT WASN'T FOR BAD LUCK**<br>Ray Charles & Jimmy Lewis-Tangerine 11170 | 93 | — |
| 93 | **I CAN'T HELP IT**<br>Al Martino-Capitol 2355 | — | — |
| 94 | **PEOPLE**<br>Tymes-Columbia 44630 | — | — |
| 95 | **WILL YOU BE STAYING AFTER SUNDAY**<br>Peppermint Rainbow-Decca 32410 | — | — |
| 96 | **SOMEONE TO LOVE**<br>Bobby Vee-Liberty 56080 | 92 | — |
| 97 | **THE THOUGHT OF LOVING YOU**<br>Crystal Mansion-Capitol 2275 | 94 | — |
| 98 | **GAMES THAT PEOPLE PLAY**<br>Joe South-Capitol 2248 | 99 | — |
| 99 | **RAIN IN MY HEART**<br>Frank Sinatra-Reprise 0798 | 95 | — |
| 100 | **POOR SIDE OF TOWN**<br>Al Wilson-Soul City 771 | 100 | — |

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Everyday People (Daly City, BMI) .... 28
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Hey Jude (Maclen, BMI) .... 35, 38
Hooked On A Feeling (Press, BMI) .... 13
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I Can't Turn You Loose (East, Time, Redwal, BMI) .... 40
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If I Only Had The Time (Duchess, BMI) .... 75
If It Wasn't For Bad Luck (Tangerine, BMI) .... 92
I Heard It Through The Grapevine (Jobete, BMI) 1
I Love How You Love Me (Screen Gems/Columbia, BMI) .... 4
I'm Gonna Make You Love Me (Act Three, BMI) 5
Isn't It Lonely Together (Ahab, BMI) .... 47
I Started A Joke (Casserole, BMI) .... 20
I've Gotta Be Me (Damila, ASCAP) .... 49
Kentucky Woman (Tallyrand, BMI) .... 50
Little Arrows (Duchess, BMI) .... 52
Lo Mucho Que Te Quiero (Pecos, BMI) .... 23
Love Child (Jobete, BMI) .... 7
Magic Carpet Ride (Trousdale, BMI) .... 37
Malinda (Jobete, BMI) .... 74
May I (Rhinelander, ASCAP) .... 91
My Favorite Things (Williamson, ASCAP) .... 36
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Shame, Shame (Four Stars, BMI) .... 30
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Stand By Your Man (Al Gallico, BMI) .... 33
Stormy (Low-Sol, BMI) .... 3
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Things I'd Like To Say (New Colony, BMI) 85
This Is My Country (Camad, BMI) .... 32
This Magic Moment (Rumbalero/Progressive/Quintet/Tedlow, BMI) .... 59
Those Were The Days (T.R.O. Raskin, ASCAP) 41
Thought Of Loving You, The (Golden Egg, BMI) 97
Till (Chappell, ASCAP) .... 26
Tit For Tat (Dynatone, BMI) .... 63
Too Weak To Fight (Fame, BMI) .... 15
Touch Me (Nipper, ASCAP) .... 39
Tragedy (Bluff City, BMI) .... 76
Vance (Russell-Cason, ASCAP) .... 55
Who's Making Love (East Memphis, BMI) .... 16
Wichita Lineman (Canopy, ASCAP) .... 2
Will You Be Staying After Sunday (Screen Gems/Columbia, BMI) .... 95
Worst That Could Happen, The (Johnny Rivers, BMI) .... 29
You Got Soul (Johnny Nash, ASCAP) .... 62
You Showed Me (Tickson, BMI) .... 69

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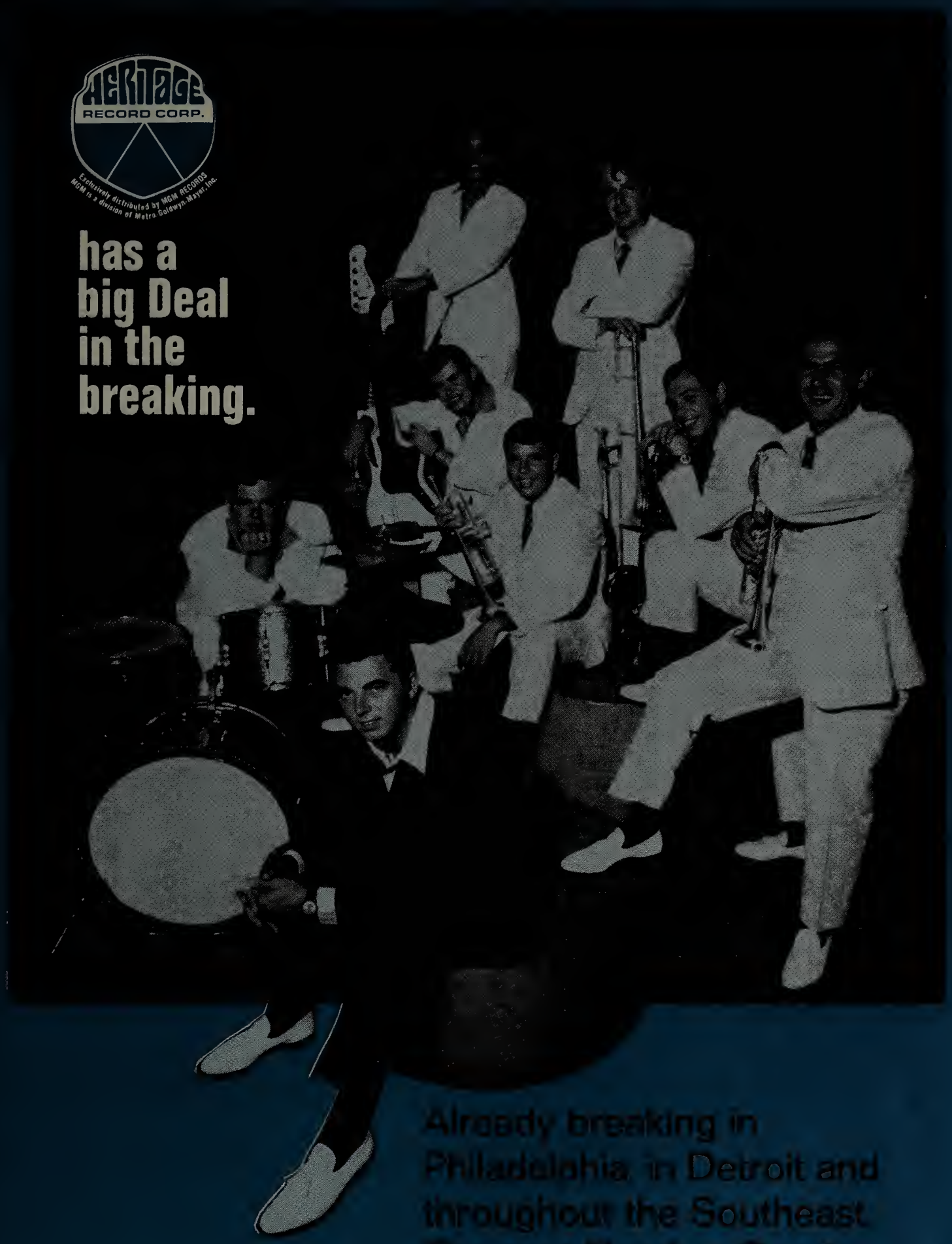

Already breaking in Philadelphia, in Detroit and throughout the Southeast. The next **Number One** is

# BILL DEAL & THE RHONDELS

# MAY I

HE-803

# THE BEST THING TO HAPPEN IS "THE WORST THAT COULD HAPPEN"

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# 5TH DIMENSION

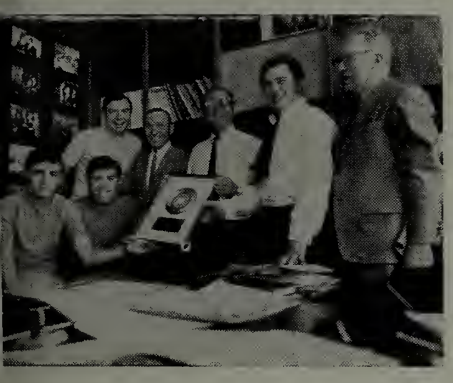
## Complete GRT Buy Of Chess Operations

SUNNYVALE, Calif.—General Recorded Tape, Inc. (GRT), is completing the acquisition of the Chicago-based Chess group of record corporations, Alan J. Bayley, GRT president, and Leonard Chess, president of the Chess group, announced today.

The Chess group—comprised of 10 separate corporations—will be acquired for cash and GRT common

(Continued on page 18)

**FRONT COVER:**



Although the Vogues have been together for eight years, and during that time racked up several major chart hits, they only recently have begun to realize their full potential. The talented vocal quartet first came to national attention with "You're The One" on the Co & Ce label, and quickly followed with 'Five O'Clock World" and several other hits. 1968 saw the group switch to Reprise and hit with their biggest deck to date, the million-selling 'Turn Around, Look At Me," followed by an LP of the same name and a second single, "My Special Angel," which sold over 700,000. Their current single, "Till," is number 26 on this weeks Top 100.

Shown in the front cover insert are arranger/conductor Ernie Freeman and producer Dick Glasser, who have collaborated on the group's recent chart clicks.

Bottom picture above shows the group receiving their gold disk from Mo Ostin, (5th from left), vice president and general manager of Reprise. Looking on are group members Hugh Gever, Don Miller and Bill Burkette, WB-7A national promotion manager Bill Casady, group member Chuck Blasko and manager Elmer Willett.

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# What The Trade Can Expect At MIDEM '69 Meet

LONDON—MIDEM 1969 takes place at the Hotel Martinez, Cannes, from January 18th through 24th. A host of top executives from the world's record companies, music publishers, radio, television and general show business enterprises numbering 4,500 and representing forty countries will assemble for the third annual meet of what has become the major event of the yearly entertainment industry calendar.

MIDEM—Marche International du Disque et De L'Edition Musicale, International Record and Music publishing Market for those who have forgotten the full version of the abbreviation—will house the host in 350 office-auditoriums occupying five floors of the huge Hotel Martinez, each one fully equipped for listening to records and tapes, receiving visitors and conducting business.

There will be ten presentation auditoriums with monaural and stereophonic equipment for records and tapes, two film projection rooms, and a hall with a seating capacity for 150 to permit special promotion on particular artists and groups.

New features of MIDEM 1969 will be international seminars for record company and music publishing representatives, providing a forum for opinions, suggestions, discussions and solutions to mutual problems and difficulties. The seminars will be attended by commercial, legal, technical and artistic experts, and will be held in specially equipped premises with projection and simultaneous translation facilities. All sessions will be taped for future reference and use by participants.

Another innovation will be COJIDEM, an international juridical committee for records and music publishing, comprising leading specialist attorneys in this field under the chairmanship of M. Pierre Riviere. The committee will examine common problems of international law affecting the industry.

International super-variety galas will replace the national galas of MIDEM 1968 which, with very few exceptions, were major disasters of presentation. The new-style galas will be held in the evenings at the Palais des Festivals, further along the Croisette sea front from the Hotel Martinez, and each will run for ninety minutes. MIDEM talent scouts and artistic specialists have been traveling internationally to secure the services of top stars and the most promising newcomers for these galas.

*MIDEM Awards*

National and international trophies will be presented to participating

(Continued on page 18)

# Paramount Records Is Formed 'Coco,' 'Wagon' Casters Set

HOLLYWOOD—Paramount Records is the newest member of the leisure time Group of Gulf + Western Industries, Inc. Arnold D. Burk, Paramount Pictures Corp. vice-president in charge of music operations said the label has been designed primarily for the production and release of "top-caliber" projects. These will include motion picture and television sound tracks, original cast albums of Broadway shows, the works of major artists and other prestige products.

"For over 40 years the Paramount name has been identified with great entertainment. The good-will and acceptance built up over that period are priceless commodities" said Burk. "We . . . have reached the point where we can launch this new venture with the blessings of our parents company."

A continuing pattern of quality control has been implemented, stressing important presentations, optimum sound reproduction and premium packaging for maximum eye-appeal, Burk said.

United States distribution has been assigned to World-Wide Distributing Company, which also distributes Paramount's Dot family of labels—Dot, Acta, Steed, DynoVoice, Viva and Bravo. The Memphis based Stax Records operation of the Paramount music division is distributed by independent distributors here and abroad.

A new logo will be exposed via a series of special instore aids at the retail level, as well as in an extensive trade and consumer publication advertising program.

Paramount Records Logo

Sound-Track Acquisitions

Signed and sealed by Paramount Records is the soundtrack of Alan Jay Lerner's recently completed multi-million dollar production, "Paint Your Wagon," which is highlited further by Academy Award winning Lee Marvin's bow in a musical. The screen version of "Paint Your Wagon" includes 12 songs topped by such classics as, "They Call The Wind Maria," and "I Talk To The Trees." Seven of the songs are from the original stage version of the lusty story which opened on Broadway in 1951, with music by Frederick Loewe. Five of

(Continued on page 10)

# Bell Greets 70% Sales Increase With Expansion Of Headquarters

NEW YORK—Bell Records celebrated a dynamic sales showing in '68 with 70% higher yearly sales. The record sales mark, and Bell's bright year were capped by last week's move into larger space in a suite at the same address.

The new offices occupying the entire fourth floor of 1776 Broadway were called "a tribute to our operative theories, our artists, the independent producers that we utilize and our hard working and dedicated executives and staff" by label president Larry Uttal.

The relocation climaxed a record breaking year during which Bell and its distributed labels accounted for 39 chart singles and 7 album best sellers which helped establish artists such as the Delfonics the Box Tops and Merrilee Rush. Another of the important features of '68 history for the label was its establishment of international channels which provided "trans-Atlantic traffic" to put Bell's logo on the best seller lists in England, France and Germany.

Inroads into the country & western market was another of the year's projects, as were moves into underground, easy listening and "pop-country" areas with product by James Bell, Spooky Tooth, Mel Carter, Bobby Russell and Cilla Black. At the same time, Bell maintained its hold on rhythm & blues sales with hits from the Delfonics, Al Greene, James & Bobby Purify, Lee Dorsey, James Carr, the Masqueraders and others.

Biggest Week Ever

Bell's growth was best reflected in the May 6-10 period which proved the label's biggest ever with shipment of 400,000 singles in the five day stretch.

Expansion in the indie producer roster was highlighted by attraction of Bobby Russell (author of "Honey") as a producer and artist with Elf Records, Bobby Darin with his Direction label and Larry Page's Page One Records with the Dick James Music organization for distribution in the U.S. Bell also maintains its agreements with Bones Howe, "Papa Don" Schroeder, Chips Moman, Tommy Gogbill, Dan Penn, Dale Hawkins, Mike Stoller, Allen Toussaint and others.

The year's growth was also reflected in promotion for Irv Biegel who became vp in charge of sales; Allan Cohen, now vp of finance and produc-

## Justice Dept. Says 'No' To NGC Deal With WB/7

NEW YORK—The proposed purchase of Warner Bros.—Seven Arts Pictures by National General Corp. has run into a snag as the Justice Department has said it opposes the deal.

As hearings began on the deal, Maurice Silverman, attorney for the Justice Department told Judge Edmund Palmieri that the merger would "restrain competition" in the film field. NGC is a leading film exhibitor, while WB/7, of course, is a leading distributor. The creation of NGC was the result of anti-trust consent decrees that made film producers give up their theatrical holdings.

Interestingly, Semour Simon, attorney for NGC, said that NGC's main target in its acquisition of W-B/7 was to obtain a stake in the recording and music publishing fields. WB/7 runs Warner Bros./Seven Arts Records, the Atlantic/Atco operation and Warner Bros.-Seven Arts Music, formerly Music Publishers Holding Corp.

NGC has received permission from the Government to engage in limited film production, and Silverman indicated that the Government would agree to an extension of this arrangement when the authorization is up for renewal next year.

## Gulf & Western Sales Up In 1st Qtr

NEW YORK—Gulf & Western Industries, the conglomerate owner of Dot showed first fiscal quarter increases Records and the Stax-Volt setup, in sales and earnings during the period ended Oct. 31. The company's report just issued reflected gains of over the same period a year earlier. 38% in earnings and 21% in sales

No financial breakdown was given in the statistics which were adjusted percentagewise to reflect businesses acquired through subsequent transactions.

Net earnings for the first three-months of the fiscal year were $23,-523,000 for G&W ($1.10 a share); and net sales rose to $368,603,000.

## Our Exec, The Lawyer

BURBANK, CALIF.—Joel Friedman, vp in charge of marketing at Warner Bros.-Seven Arts Records, earns his Bachelor of Laws degree (L.L.B.) this month upon graduation from the College of Law, University of San Fernando Valley. He has been studying law over the past four years, and he will take a brief hiatus from his label post in preparation for the bar examinations.

## Disney Plans 3-Year Kiddie Disk Program For Latin America

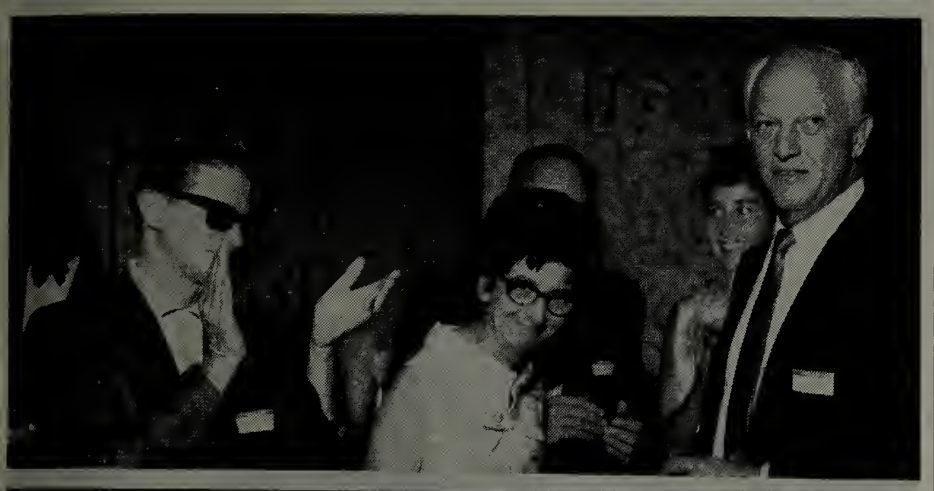
*see Int'l News Report*

# ANN-MARGRET & LEE HAZLEWOOD

"SLEEP IN THE GRASS" | "CHICO" LHI #2

lhi records

Written and Produced by Lee Hazlewood | Arranged and Conducted by Jimmie Haskell



CALIFORNIA CONCLAVE: BVI president Edward V. Cramer recently hosted a reception in California to honor the organization's affiliated writers and publishers. Gathered together at the affair are (top photo, l. to r.): former BMI president Carl Haverlin, incumbant Cramer, and lyricist Dorcas Cochran ("Again," "I Get Ideas," "Under the Bridges Of Paris"); (2nd photo from top): Mrs. Theodora Zavin, senior vice president of BMI's performing rights administration, who acknowledges applause of the 350 writers and publishers at the reception—at left is Emil Newman, screen music composer, at right Irving Weiss, manager of the Frank Sinatra music enterprises: (3rd photo from top): Herbert Eiseman (center), BMI vice president, performing rights administration, west coast, with (l. to r.) Keith Colley, Kathy Wakefield, Anette Tucker, and Don Addrise; (bottom photo, l. to r.): Earle Hagan, composer of the original music for such TV'ers as "The Andy Griffith Show," and "I Spy," Richard Kirk, BMI president, California, and Arthur Morton, composer of the original music for "Peyton Place."

## Flip Wilson To Host A Week Of Tonites

NEW YORK—Atlantic's comedy star Flip Wilson has been scheduled to host the Johnny Carson "Tonight" show during the week of Feb. 3-7. He will sit in for the regular host of NBC-TV's program after returning from England where Wilson will tape a Tom Jones special for U.S. viewing in March.

## Year-End Issue Corrections

NEW YORK—Several corrections are in order regarding last week's Year-End issue. In the Past Hits section, 1967's leading disk, "The Letter" by the Box Tops (Mala) was omitted. Also, on the Top 100 Producers list, Herb Bernstein, 39 West 55th St., New York, should have been listed.

## Tetra's EC Office

NEW YORK—Tetragrammaton has officially opened an east coast office with permanent headquarters at 65 E. 55th St. in New York.

Roy Silver, president of the Campbell, Silver, Cosby Corp. stated that CSC vp William Hammerstein will head operations in the branch.

## Atlantic Signs Scott

NEW YORK—Jazz organist Shirley Scott, who first came to prominence with Eddie "Lockjaw" Davis, has joined the Atlantic Records roster. First LP from Miss Scott, who consistently places at the top of the various jazz polls, will be released in Jan.

# Bubble Gum Music Brings K-K An 85% Sales Increase

NEW YORK—Filling the best seller lists with "bubble gum" hits that kept them on the charts for 80 consecutive weeks, the production team of Jerry Kasenetz and Jeff Katz racked up an 85% increase in revenues over their previous year. The money figured in this rise was accumulated through the pair's record production, music publishing and management enterprises. Gross retail sales reached $25,000,000 for 25 chart singles (six of them certified for gold records).

During the last two months the indie producers have been riding high with four singles on the top 100: "Chewy Chewy" by the Ohio Express, "Goody Goody Gumdrops" from the 1910 Fruitgum Company, the Kasenetz-Katz Super Cirkus' "Quick Joey Small" and "Shake" by the Shadows of Knight.

Their success has also established producer-writer careers for Artie Resnick, Kris Resnick, Joey Levine, Bo Gentry, Ritchie Cordell, Reid Whitelaw, Billy Carl, Sal Trimachi, Elliot Chiprut, Bob Spencer and Chuck Trois.

Kasenetz-Katz Associates inaugurated two new concepts during '68: administration of affiliate production companies such as Levine & Resnick and Big Kahoona to free creative producers for concentration on production solely; and an "indie management" resigned to bring young people into the music business in an executive capacity.

This year saw K & K launching two new labels, both under exclusive distribution deals with Buddah Records. Team Records was immediately initiated with the Shadows of Knight's hit "Shake," and Super K Records was introduced last month with the first product coming from the K-men singing as "Jerry & Jeff" with "Sweet, Sweet Lovin' You."

The twosome said that the new year will concentrate on diversification of product with entries into the adult pop, modern country, r&b and easy listening fields. There is also to be a greater emphasis placed on album releases which will offer "not only greater sales, but also give Kaskat Music writers greater strength for the promotion of their material."

Recent realignments in various groups to increase proficiency and in-person appeal has also established several K&K acts for a campaign to be opened shortly for the teams as stage performers.

## Mascari Exits Merc; Opens Own Complex

CHICAGO—Eddie Mascari is exiting Mercury Records, after a 10 year stint, to open Stereo Sonic Recording Corp., an 8-track studio at 528 North Michigan Ave. Mascari is partnered with Ed Cody in the firm, which is expected to go into operation by Feb. 1, 1969.

Mascari has also opened Ivanhoe Records, and two music publishing subsids, Bob-Cor (BMI) and an unnamed ASCAP firm. Ivanhoe is currently negotiating production deals with a variety of labels and is currently signing writers and artists. Foreign publishing deals, etc. will be announced shortly.

During his stint with Mercury, Mascari served as director of licensing and copyright, general manager of publishing division, and was responsible for writing and producing the Mark IV's "I Got A Wife," a big chart item for Mercury in 1959. He was also responsible for bringing Major Bill Smith into the Mercury fold, which resulted in such hits as "Hey Paula" and "Hey Baby." Mascari also created the successful Mercury Storyteller Series. and his most recent discovery was Madeline Bell. who scored with "I'm Gonna Make You Love Me."

## Separate Showings For Command, Probe

NEW YORK — The Command and Probe labels will make separate presentations at the product meeting of the entire ABC family which is being held in Miami Beach at the Eden Roc Hotel from January 5 through 8. Joe Carlton, vice president and general manager of the Command/Probe division, said that this was in keeping with ABC Records president Larry Newton's concept of autonomy for label subsidiaries.

The command and Probe presentations, which will be attended by promotion men, salesmen and distributors, will be led by Carlton and Command's national sales manager. Charles Trepel. At that time they will discuss seven upcoming Command LP releases. and three singles and an LP slated for release on the Probe label.

This will be the first meeting of this sort for the newly formed Probe label. Probe, which was formed by Carlton. is aimed specifically at the youth market (the slogan reads. "Records with a good, good feeling"). Probe's first release was an album by the Soft Machine which is currently seeing chart action. The soft machine LP features "moving-parts" packaging, a concept which Carlton intends to use on other albums. Probe's new singing duo. Guy & David, will have their first single. "Brooklyn Roads," penned by Neil Diamond, released in mid-January. The record was produced by Al Capps who has worked as arranger on disks by Mason Williams and Gary Puckett and the Union Gap. Scheduled to appear on the Joey Bishop Show at approximately the same time. Guy and David are expected to debut their record on that appearance. Bishop has been instrumental in launching the careers of Guy & David. He featured them on his show some months ago for five consecutive nights.

## Ganim Leaves Liberty

HOLLYWOOD—Liberty Records national promotion director Dennis Ganim has resigned his position, effective last week. Ganim will make his future plans known after a brief vacation.

Ganim has held his post with Liberty since May 1967, during which time he implemented several major promotional efforts, including the highly successful Canned Heat campaign. He was also instrumental in bringing back several old-time Liberty acts, including Bobby Vee, Vikki Carr and Gary Lewis. Vee's "Comeback When You Grow Up" had been out for nine months before Ganim started with the company. He was also associated with the Victor Lundberg hit. "Open Letter To My Teen-age Son."

Before joining Liberty, Ganim worked as local promotion man at M.S. Distributors, Cleveland; regional director of sales and promotion for Kapp Records; head of the Congress label; and head of his own company, Claridge Music. In addition, he has done some independent record production for Kapp and Roulette and has been involved in personal management.

## Rascals Protest

NEW YORK—The Rascals, following the philosophy expressed in their most recent single hits, "People Got To Be Free" and "A Ray Of Hope," have decided not to appear in any concert unless half the acts on the bill are black.

Speaking for the group, organist Felix Cavaliere said that "We can't control the audience, but we can be sure the show is integrated. So . . . from now on . . . half the acts will be white, and half will be black, or we stay home."

Cavaliere also said that the Atlantic group will not be appearing on any "establishment" television shows, a policy in effect since they cancelled an Ed Sullivan stanza in November. "We think there are things more important than money now, and quite frankly, we're tired of seeing producers come at good groups and tell them to do a fast three minutes, then split," said said Cavaliere, Educational TV and the Smothers Bros. show fall outside the establishment category.

# CBS' Goldmark To Open NARM's '69 Meet

NEW YORK—NARM, the record retailers group, has selected Dr. Peter Goldmark, president of CBS Laboratories and its director of research, to address the Opening Business Session of its Eleventh Annual Convention, on Saturday morning, March 1. Dr. Goldmark, renowned for his research in the field of electronics, is the inventor of the long playing phonograph record.

Dr. Goldmark was also responsible for building the first practical color TV system in 1940. His latest success is the development of EVR (Electronic Video Recording), which utilizes a cartridge in a home entertainment unit, unveiled several weeks ago.

In keeping with the theme of the 1969 NARM Convention, Dr. Goldmark will address the group on the effect of technological and scientific discovery on the recorded entertainment industry in the "Billion Dollar Era"—the convention theme. He is the first speaker from the field of research ever to address the record and tape industry group.

Dr. Goldmark was born in Budapest, Hungary, in 1906, and became a naturalized citizen of the United States in 1937. Listed in "Who's Who" under the professional identification "Physicist", Dr. Goldmark holds a B.S. and a Ph.D. in Physics from the University of Vienna, and an Honorary Doctorate of Science from Fairfield University. He started his career in electronics as department head of TV Engineering for Pye Radio, Ltd. in England in 1931. His more than 30 year association with CBS began in 1936, when he was named chief engineer of CBS Television Department; in 1954, he became president of CBS Laboratories.

## Chuck Graham Named To Epic Sales Mgr. Post

NEW YORK — Epic Records has named Chuck Graham manager of western regional sales. The announcement was made last week by Gene Settler, Epic's national sales director.

Graham will be directly responsible to Settler for all sales activities in the western region. Headquartering in Los Angeles, Graham will have direct contact with Epic distributors and will make periodic trips to coordinate sales and promotion in the western region. In addition, he will provide Epic's management with information pertaining to all distributor and market developments in his region and will take an active part in recommending sales programs and policies.

Graham entered the record business when he joined American Distributing in Cleveland in 1962. From February, 1966, until joining Epic, he was with the Columbia Records sales branch in Cleveland.

## Beverly Sills To ABC With Westminster Label

NEW YORK — Beverly Sills has signed to record with ABC-Westminster Records. One of the most publicized opera stars of the year, Miss Sills' contract calls for a schedule of recordings which will include both solo recitals and complete opera performances.

Her pacting at the office of ABC president Larry Newton was the culmination of discussions which began prior to release of the coloratura's first Westminster disk "Bellini & Donizetti Arias." She is scheduled to perform "Lucia di Lammermoor" for the upcoming Boston Opera season and in Canada. She will appear in New York next year with the NYC Opera and at Carnegie Hall. During the spring, Miss Sills will make guest performances at La Scala in Milan.

## Capitol Has 'Celebration'

NEW YORK—The cast album rights to the soon-to-open "Celebration" have been secured by Capitol Records.

The play, which opens at the Ambassador Theatre Jan 22 after previews from Jan 10, features book and lyrics by Tom Jones and music by Harvey Schmidt. Jones and Schmidt are the team responsible for "The Fantasticks" (now in its ninth year off-Broadway) and "110 in the Shade" as well as "I Do! I Do!"

## Tetra Raises LP Price

Ed Barsky, executive vice-president of Tetragrammaton Records, has announced that all Tetra product will carry a $5.79 retail price tag beginning Jan 1.

Basky listed the reasons for the price increase as: the quality product demanded by the consumer, the type packaging used by Tetra, and the increased promotion and marketing costs.

GOLDEN VINTON VINYL: Bobby Vinton, Epic recording artist, displays his gold record for his single, "I Love How You Love Me," which was certified as a million-seller by the Record Industry Association of America (RIAA). Beaming at Bobby's success are Mort Hoffman (1), director of sales and distribution for Epic Records, and Pete Bennett, promotion director for Allen Klein and Co.

TRACKING DOWN THE GOLD: The Warner Bros.-Seven Arts Records soundtrack album of the Warner Bros.-Seven Arts film "Camelot" was recently awarded a gold record as a million dollar seller, and the tirumphant triumvirate above is (l. to r.): Mike Maitland, president of Warner Bros.-Seven Arts Records; Jack L. Warner, "Camelot" producer and vice chairman of the board of Warner Bros.-Seven Arts; and Sonny Burke, producer of the LP.

## Paramount Label

(Continued from page 7)

the songs are newly created for the film by Lerner and composed Andre Previn.

Filmed in PanaVision, with color by Technicolor, "Paint Your Wagon" marks the singing debuts of Marvin, Clint Eastwood and Jean Seberg. The film also stars Ray Walston and Harve Presnell. Joshua Logan directed. The screenpaly by Paddy Chayefsky and Alan Jay Lerner brings new and broader dimension to the lusty, bawdy story that enchanted thousands who saw the original production on the stage.

An agreement has also been finalized on behalf of Lerner's upcoming Broadway musical, "Coco," starring Katherine Hepburn, with music by Andre Previn. Based on incidents in the life of famed designer Coco Chanel. "Coco" will be produced on Broadway by Fredric Brisson and will also be a forthcoming Alan Jay Lerner Production for Paramount Pictures following the show's New York run.

Paramount Records toppers will embark on a series of conferences with Alan Jay Lerner and Andre Previn, beginning early in 1969, in conjunction with a far-reaching exploitation program for both projects, considered by many industry observors as among the biggest musical blockbusters of all time.

**Two Albums For January**

Pre-sold and poised for release in January is "More Mission: Impossible," composed and performed by Lalo Schifrin, who won two Grammy Awards for his original score from the highly rated television series. Schifrin's familiar instrumental themes from the CBS-TV Network show have garnered heavy airplay on both good music and top 40 radio stations.

Also set for an immediate debut is "How About This!" which combines the talents of the Count Basie Band and vocalist Kay Starr.

The music division of Paramount includes Famous Music and Paramount Music and their affiliated publishing companies, and encompasses the music aspects of Paramount Pictures feature film and television production and marketing activities.

Burk, at a press conference held at Paramount Pictures studios last Monday (Dec. 23rd) noted that no other execs had been named as yet for the new venture. "Within the next month or so there will be announcements," he said, "with some of these execs to come from the Dot label."

$4.79 will be the list price of the first two LP's set for January. But it is expected that "Paint Your Wagon" and "Coco" will have a higher price tag.

Burk also announced that a new recording stage and two dub down rooms are being readied on the Paramount lot which'll now give Paramount its own recording facilities.

Beginning in January, Burk added, Dot, Stax, Steed, Dynovoice, Viva and Bravo will be marketing its 8-track cartridges through World Wide. Ampex has been distributing for the labels but the agreement ends on Dec. 31, 1968.

## Bell's Record Sales

(Continued from page 7)

tion manager Beverly Weinstein.

The label also opened a West Coast office in Los Angeles this year. The quarters there are headed by Stain Bly.

Currently riding with the Box Tops' "Sweet Cream Ladies, Forward March," "Ready or Not, Here I Come" from the Delfonics and Bobby Darin's "Long Line Rider," Bell's second five-years under Larry Uttal promise an influx of "top calibre talent." Uttal commented that the first five-years were dedicated to building up the label and carving a place for it in the singles industry, but the next five will be concentrated on broadening horizons. Along with new artists "that keep a label young and vital." Uttal anticipated attracting "established stars that bring staying power and long-term excellence."

## 'Year Of The Dot' Meet

Armed with a New Year release and the theme, "Year Of The Dot," Dot Records has scheduled its first national branch convention in Scotsdale, Arizona, January 2nd through the 5th. Fifty field sales and promotion men will join Arnold Burk, Paramount Pic vp in charge of music operations, and Dot president, accompanied by Dick Peirce, executive v.p. & general manager with other Dot corporate executives for the presentation and to participate in a series of special meetings.

Scene of the conclave is the Mountain Shadows Inn where ad-merchandising director Jack Levy, his assistant Stu Langer, art director Chris Whorf and aide Beverly Parker, have created an audio-video production, to be beamed by six projectors utilizing three screens and stereophonic sound.

Two seminars are scheduled to be conducted prior to the unveiling of Dot's January-February release. Ken Revercomb, label's director of sales and distribution, will helm sales discussions, assisted by national sales manager Dick Bowman. Additional confabs will be led by Levy, with Langer and Whorf participating. Norman Winter, director of press and information, will also present a series of special aids to all guests.

Twenty-three diversified albums on Dot, Viva, Bravo, Steed, Dyno-Voice and the new Paramount Records label, comprise the January-February release, one of the largest in the company's history.

I'VE LAUNCHED MYSELF INTO YOUR ORBIT EARTHLINGS
I'LL BE LANDING ON YOUR CHARTS ANY DAY NOW
I'VE BEEN FANTASTICALLY ASSEMBLED BY THE BONZO DOG DOO DAH BAND WITH THE CREATIVE AND MECHANICAL ASSISTANCE OF APOLLO C. VERMOUTH AS MY PRODUCER
DICK JAMES MUSIC PUBLISHED ME FOR THE AMAZEMENT & WONDER OF THE WORLD
IMPERIAL
A PRODUCT OF LIBERTY RECORDS
I AM THE URBAN SPACE MAN
#66345
KITTYHAWK

THE DELLS

DOES ANYBODY KNOW I'M HERE

CADET 5631

ETTA JAMES

ALMOST PERSUADED

CADET 5630

LITTLE MILTON

GRITS AIN'T GROCERIES (ALL AROUND THE WORLD)

CHECKER 1212

LAURA LEE

HANG IT UP

CHESS 2062

RAY BRYANT

LITTLE GREEN APPLES

CADET 5625

CHESS RECORDS


# CashBox Radio Active

*A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.*

TALLY COMPLETED DECEMBER 24, 1968—COVERS PRECEDING WEEK

| % OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK | TITLE | ARTIST | LABEL | TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE |
|---|---|---|---|---|
| 40% | Touch Me | Doors | Elektra | 81% |
| 39% | You Showed Me | Turtles | White Whale | 39% |
| 35% | Baby, Baby Don't Cry | Smokey Robinson & Miracles | Tamla | 35% |
| 33% | Build Me Up Buttercup | Foundations | UNI | 66% |
| 31% | Ready Or Not Here I Come | Delfonics | Philly Groove | 31% |
| 30% | Condition Red | Goodies | Hip | 77% |
| 28% | Rain In My Heart | Frank Sinatra | Reprise | 58% |
| 26% | Feelin' So Good | Archies | Calendar | 64% |
| 25% | If It Wasn't For Bad Luck | Ray Charles & Jimmy Lewis | Tangerine | 41% |
| 24% | California Soul | 5th Dimension | Soul City | 77% |
| 23% | Does Anyone Know I'm Here | Dells | Cadet | 63% |
| 22% | A Minute Of Your Time | Tom Jones | Parrot | 77% |
| 21% | Can I Change Your Mind | Tyrone Davis | Dakar | 33% |
| 20% | Sweet Cream Ladies, Forward March | Box Tops | Mala | 56% |
| 19% | This Magic Moment | Jay & Americans | U. A. | 61% |
| 18% | Let's Go All The Way | Troy Shondell | TRX | 18% |
| 17% | Daddy Sang Bass | Johnny Cash | Columbia | 17% |
| 16% | Bubble Gum Music | R & R Dubble Bubble Trading Card Co. Of Philadelphia | Buddah | 16% |
| 15% | Sweets For My Sweet | Central Park West | Event | 15% |
| 14% | Fly With Me | Avant Garde | Columbia | 48% |
| 13% | Long Line Rider | Bobby Darin | Direction | 23% |
| 12% | Electric Stories | Four Seasons | Philips | 35% |
| 11% | Light My Fire | Rhetta Hughes | Tetragrammaton | 11% |
| 10% | May I | Bill Deal | Heritage | 10% |

## LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

I've Gotta Be Me—Sammy Davis Jr.—Reprise 62%

Someone To Love Me—Bobby Vee—Liberty 22%

Hey Jude—Wilson Pickett—Atlantic 52%

I Got A Line On You—Spirit—Ode 80%

# THE GREATEST LOVE

BY

**DORSEY BURNETTE**

**#56087**

*First Smash Hit of '69!*

*Produced By Snuff Garrett*
*A Snuff Garrett Production*
*on*
*LIBRERTY RECORDS*

# Tape News Report

## Columbia Offers Simultaneous Mkt. Of 8-Tracks & LP Counterparts

NEW YORK—Columbia Records initiates a policy next month of releasing 8-track cartridges simultaneously with selected album counterparts.

First move of what is described as "definitely . . . a continuing practice" will involve six new releases by the Electric Flag ("The Electric Flag"), Johnny Cash ("The Holy Land"), Blood, Sweat & Tears ("Blood, Sweat & Tears"), the Taj Mahal ("The Natch'l Blues"), Johnny Kay & the Sparrow ("Johnny Kay & the Sparrow") and Carl Butler & Pearl ("Honky Tonkin' ").

Columbia feels that dealers will have the advantage of the initial excitement on the part of the consumer for the new product and will be able to have their in-store displays feature both the tape and the LP. Furthermore, the music buyer, the label adds, will have both products available to him at a time when the excitement is the highest.

## Doyle Named Tape Exec At WB-7 Of Canada

MONTREAL—K. N. Middleton, vice president and general manager of Warner Bros-Seven Arts Records of Canada Ltd., last week announced the appointment of M. W. (Mike) Doyle to the new post of national product manager of the tape division.

According to the announcement, the appointment is indicative of the importance the firm places on the rapidly growing tape share of the music business.

Doyle, who has been in the record industry and allied fields for 10 years, assumes his new post immediately. He is responsible for the direction of the sales and merchandising of all tape products and reports directly to Ken Middleton.


IF I CAN DREAM
ELVIS PRESLEY ..... RCA
Gladys Music, Inc.

EDGE OF REALITY
ELVIS PRESLEY ..... RCA
Elvis Presley Music, Inc.

SWEETS FOR MY SWEET
CENTRAL PARK WEST ..... EVENT
Brenner Music, Inc.
Progressive Music Pub. Co.
Trio Music, Inc.

TAKE A HEART
DON FARDON ..... GNP CRESCENDO
Big Top Records, Inc.

A MINUTE OF YOUR TIME
TOM JONES ..... PARROT
Ann-Rachel Music

THIS MAGIC MOMENT
JAY & THE AMERICANS UNITED ARTISTS
Rumbalero Music, Inc.
Progressive Music Pub. Co.
Quintet Music
Tedlow Music

ELOISE
BARRY RYAN ..... MGM
Valley Pub., Inc.

RATTLER
LULU ..... EPIC
Noma Music, Inc.
Inquiry Music, Inc.

WHITE HOUSES
ERIC BURDON & ANIMALS .... MGM
Noma Music, Inc.
Eric Burdon, Inc.

HONEY HUSH
HENRY LUMKIN ..... BUDDAH
Progressive Music Pub. Co., Inc.

LONG BLACK LIMOUSINE
O. C. SMITH ..... COLUMBIA
Rumbalero Music, Inc.
Elvis Presley Music, Inc.

SOUNDS OF GOODBYE
TOMMY CASH ..... UNITED ARTISTS
GEORGE MORGAN ..... STARDAY
Noma Music, Inc.
S-P-R Music, Inc.

THE ABERBACH GROUP
241 West 72 Street, New York, N.Y.


## Radiant Adds Tape Cassete Divisions

CHICAGO — The Radiant Corp., noted for its line of projector screens, has just added two new divisions to its setup. Radiant Screen & Sales Co., headed by former sales vp Seymour Jacob, will be responsible for the sale and distribution of pre-recorded music cassettes as well as screens and related products to audio/visual markets; and Radiant Films & Tapes, Inc., under Edward Klett, will distribute educational films and tapes of various configurations along with related hardware systems.

In addition to the executive changes made by Radiant president Cary Wang for the new divisions. Wang announced that Ed Miclief has become vice president of Marketing Services for Radiant Corp. He was formerly manager of advertising, sales promotion and public relations.

## Tape Distribs Offers New Cartridge Display

CHICAGO — Tape Distributors of America is making available a new display and storage case, the Model HO-100, to retailers.

The Chicago-based firm case features dimensions of 20" width, 28" height and a depth of 7½" allowing the unit to be played conveniently on shelves, counters or in wall space. It allows examination of all titles from cartridge carton ends and can be locked to prevent pilferage. A glass door and the positioning of cartridge stacks also permit rapid inventory checking.

HO-100 is made with wood frame and a textured paint-finish.

Further information and supplies of the case can be requested from Tape Distributors of America's new headquarters which were recently opened in Chicago. The firm relocated in larger, more modern office-warehouse facilities at 3035 West 47th St. in Chicago (new phone number: 312/-254-4612).

## Grammy Hunt Underway

NEW YORK—Initial ballots for the 1968 Grammy Awards are in the mail to Record Academy (NARAS) members, along with the basic eligibility list which numbers more than 3,500 nominations for 36 of the 41 categories (a reduction from last year's 48 categories). In addition, arranger-members will receive a supplementary list of close to 400 recommendations in their field.

Another innovation this year shifts the first round of voting in three further craft categories—engineering, album covers and album notes—from the general membership to special committees, composed of Academy members within each of the categories.

Deadline for initial ballots is Mon., Jan. 13. The 1968 Grammy winners will be revealed on March 12 at concurrent awards presentations in the Academy's four chapter cities, New York, Los Angeles, Nashville and Chicago.

# CashBox Looking Ahead

1 **KAY**
(Moss Rose—BMI)
John Wesley Ryles 1
(Columbia 44682)

2 **KUM BA YAH**
(Cinton—ASCAP)
Tommy Leonetti (Decco 32421)

3 **OB-LA-DI, OB-LA-DA**
(Maclen—BMI)
Arthur Conley (Atco 640)

4 **TAKE FIVE**
(Derry—BMI)
Willie Mitchell (Hi 2154)

5 **SATURDAY NIGHT AT THE WORLD**
(Irving—BMI)
Mason Willioms (Worner Bros./7 Arts 724B)

6 **SWEETS FOR MY SWEET**
(Brenner, Progressive, Trio—BMI
Central Park West (Event 3301)

7 **WHAT THE WORLD NEEDS NOW IS LOVE**
(Blue Seas/Jac—ASCAP)
Cillo Block DJM 70007)

8 **FOX ON THE RUN**
(Dick James—BMI)
Monfred Mann (Mercury 72879)

9 **SHAKE A POO POO**
(Win-Lee—BMI)
Chet 'Poison' Ivey (Tangerine 989)

10 **HAYRIDE**
(Sons of Ginza—BMI)
The Saturdoy Morning Cortoon Show
(Elf 90021)

11 **AIN'T GOT NO: I GOT LIFE**
(United Artists—ASCAP)
Nino Simone (RCA Victor 9686)

12 **MY SONG**
(Lion Of Houston—BMI)
Aretho Fronklin (Atlontic 2574)

13 **BUBBLE GUM MUSIC**
(Greyhound—BMI)
The Rock & Roll Dubble Bubble
Trading Cord Co. of Philadelphia
1941 (Buddah 78)

14 **THE GROOVIEST GIRL IN THE WORLD**
(Teeny Bopper—ASCAP)
The Fun & Gomes (Uni 55098)

15 **MY MAN**
(Leo Feist—ASCAP)
Borbro Streisand (Columbio 44704)

16 **SO TRUE**
(Dymor—ASCAP)
Peoches & Herb (Dote 1633)

17 **I GOT A LINE ON YOU**
(Hollenbeck—BMI)
Spirit (Ode 15)

18 **FIFTY-TWO PERCENT**
(Screen Gems/Columbio—BMI)
Mox Frost & The Troopers (Tower 452)

19 **THE WORM**
(Jell—BMI)
Jimmy McGriff (Solid Stote 2524)

20 **FREEDOM TRAIN**
(Portner—BMI)
James Corr (Goldwox 338)

21 **LET GO ALL THE WAY**
(Fred Rose—BMI)
Troy Shondell (TRX 5015)

22 **GET ON YOUR KNEES**
(JAMF—BMI)
Los Conorios (Colla 156)

23 **THE MEDITATION**
(Cotique—BMI)
TNT Bond (Cotique 136)

24 **BUT YOU KNOW I LOVE YOU**
(First Edition—BMI)
First Edition (Reprise 0799)

25 **RELEASE ME**
(Four Stor—BMI)
Johnny Adams (SSS Int'l 750)

26 **HARD TO HANDLE**
(East, Time, Dedwal—BMI)
Potti Drew (Capitol 2339)

27 **TAKE A HEART**
(Hill & Ronge—BMI)
Don Fordon (GNP Crescendo 418)

28 **SOUL BROTHER, SOUL SISTER**
(McLaughlin/Toirl—BMI)
The Copitols (Karen 1543)

29 **WHY ARE WE SLEEPING**
(Amm Jay—BMI)
The Soft Machine (Probe 452)

30 **THE HIVE**
(Canopy—ASCAP)
Richord Horris (Dunhill 4175)

31 **UNTIE ME**
(Lowery—BMI)
James & Bobby Purify (Bell 751)

32 **WHERE HAVE ALL THE FLOWERS GONE?**
(Fall River—BMI)
Wes Montgomery (A&M 1008)

33 **ONLY FOR LOVERS**
(Spielmon—ASCAP)
Roger Williams (Kapp 959)

34 **I FORGOT TO BE YOUR LOVER**
(Eost/Memphis—BMI)
William Bell (Stox 0015)

35 **JULIE**
(Worner Bros./7 Arts—BMI)
Billy Vero (Atlantic 2586)

36 **THE TRA LA LA SONG**
(Sea-Lark—BMI)
The Bonono Splits (Decco 32429)

37 **BORN TO BE WITH YOU**
(Mayfoir—ASCAP)
Sonny James (Copitol 2271)

38 **THE CANDY KID**
(Pocket Full of Tunes—BMI)
The Cowsills (MGM 14011)

39 **"HELLO IT'S ME"**
(Screen Gems/Columbia—BMI)
The Nozz (SGC 001)

40 **I'M IN LOVE WITH YOU**
(Kaskat/Peonut Butter—BMI)
Kasentz-Kotz Singing Orchestro Circus
(Dick Jomes—BMI) (Buddah B2)

41 **LET ME GET THROUGH TO YOU, BABY**
(Screen Gems/Columbia—BMI)
Ginny Tiu & The Few (Amoret 100)

42 **PLEASE SEND ME SOMEONE TO LOVE**
(Venice—BMI)
B. B. King (Blueswoy 61021)

43 **COO COO**
Big Brother & The Holding Co.
(Moinstreom 678)

44 **LOVE WON'T WEAR OFF**
(JASS/FM/DESTO—BMI)
J. R. Boily (Collo 158)

45 **TIL I CAN'T TAKE IT ANYMORE**
(Eden—BMI)
Ben E. King (Atco 637)

46 **SOME PEOPLE SLEEP**
(Bright Tunes—BMI)
The Tokens (Warner Bros./7 Arts 7255)

47 **I'M A FOOL**
(Four Stor—BMI)
Peanut Butter Conspirocy
(Columbia 44647)

48 **HUSBANDS & WIVES**
(Tree—BMI)
Wayne Newton (MGM 14014)

49 **I'M A TIGER**
(Leeds—ASCAP)
Lulu (Epic 10420)

50 **THE SPLIT**
(Hastings—BMI)
Lou Rowls (Copitol 2348)

# CashBox Record Reviews

## Picks of the Week

**JR. WALKER & THE ALL STARS** (Soul 35055)
**Home Cookin'** (2:58) [Jobete, BMI—Moy, Cosby, Willis]

Back from a trip to "Hip City" and brewing up "Home Cookin'," Jr. Walker & the All Stars keep their hit string moving forward on a winning line. This outing works with a pulverizing rhythm line and frantic vocal power that makes a hearty difference in many of the Walker instrumental-emphasized sides. Heavy seller here. Flip: "Mutiny" (3:51) [Jobete, BMI-Cosby]

**JOE TEX** (Dial 4089)
**That's Your Baby** (2:33) [Tree, BMI—Tex]

Soul chuckler with the signature of Joe Tex. This new track is another of the cuties that has given J. T. a singular place among the blues artists. Topic this time is a poke at a prospective paternity suiter, and the delivery gives Tex a hefty shot at explosive sales showings. Flip: "Sweet, Sweet Woman" (3:02) [Same credits.] Softer, smoother blues ballad.

**CREEDENCE CLEARWATER REVIVAL** (Fantasy 619)
**Proud Mary (3:07)** [Jondora, BMI—Fogerty]

First came "Suzie Q," and now after "I Put a Spell on You" comes the newest and most solidly blues based Creedence Clearwater outing yet. Side is a steady moving mid-speed chunk of funk and rhythm that will make itself felt in both pop and underground spots. Fine side with commercial power to spare. Flip: "Born on the Bayou" (3:42) [Same credits.] Louder side that could add further sales to the "Proud Mary" outing.

**MADELINE BELL** (Philips 40582)
**Step Inside Love** (2:25) [Maclen, BMI-Lennon, McCartney]

A recent side from Cilla Black, "Step Inside Love" returns with the Impact of a grittier vocal from Madeline Bell and the reputation of a more solidly founded American performer. Track remains a splendid soft-samba ballad from the Lennon & McCartney team, and this time round should prove the song's sales power. Flip: "What'm I Supposed to Do" (2:09) [MRC, BMI-Jones, Bell]

**THE DUPREES** (Heritage 808)
**My Love, My Love** (3:33) [Travis, BMI-Haymes, Acquaviva]
**The Sky's the Limit** (3:33) [Legacy, BMI-Marchand, Green]

Two attractive ballads give the Duprees a double-edged effort which adds power to the team's comeback drive. The near-standard "My Love, My Love" is the more familiar track and one which will see both easy listening and pop acceptance. But, "The Sky's the Limit" coupler is another strong effort with very good teen prospects.

**THE BONZO DOG DOO-DAH BAND** (Imperial 66345)
**I'm the Urban Spaceman** (2:23) [Dick James, BMI-Innes]

Cute novelty rock side that arrives via a trip on the English best seller lists. The Bonzo Dog Doo-Dah Band has been working toward U.S. recognition and should arrive with this effort. The side is likely to attract instant notice on both AM and FM pop shows to start a sales landslide. Flip: "Canyons of Your Mind" (3:01) [Dick James, BMI-Stanshall] Another novelty, this time a take-off on the old Presley.

## Best Bets

**JIMMY ROSELLI** (United Artists 50480)
**Why Did You Leave Me** (2:13) [Roncom, ASCAP—Kaye, Nelson] Extremely fine ballad performance on the newest Jimmy Roselli recording should endear the side to easy listening programmers and the artist's regular fans. Flip: "My Heart Cries for You" (3:20) [Massey/Gladys/Anne-Rachel, ASCAP — Sigman, Faith] Standard whose title will attract adult jukebox location attention.

**PERCY FAITH** (Columbia 44734)
**Zorba** (2:24) [Sunbeam, BMI-Ebb, Kander] Stunning instrumental version of the title theme from Broadway's "Zorba." The glistening styling of Percy Faith is sure to capture the easy listening circuit and branch into young adult playlists. Flip: "A Quiet Day" (3:30) [Marpet, ASCAP-Maxwell, Faith] Easy drifting side with chorus vocal.

**PETE FOUNTAIN** (Coral 62557)
**Les Bicyclettes de Belsize** (2:21) [W-7, ASCAP-Reed, Mason] Pretty rendering of the Humperdinck hit which should see plenty of one-stop juke-box stocking sales and a good many easy listening replays. Flip: "Puddin' " (1:58) [Fontaine, ASCAP-Serpas, Stebbins, Lang]

**GRADY TATE** (Skye 458)
**And I Love Her** (2:48) [Maclen, BMI-Lennon, McCartney] Slow, almost mournful interpretation of the while-ago Beatles track. Jazz artist (drummer) Grady Tate vocalizes with able accompaniment on this fine reading of the ballad. Flip: "Don't Fence Me In" (2:17) [Harms, ASCAP-Porter]

**MAXINE BROWN** (Epic 10424)
**Love in Them There Hills** (2:35) [Downstairs/Double Diamond, BMI-Gamble, Huff, Chambers] Lively side from Maxine Brown gives this song another go-round. Originally a noise maker from the Vibrations, the tune could score again. Flip: "From Loving You" (2:50) [Stone Canyon, BMI-Gordon]

**LOTHAR & THE HAND PEOPLE** (Capitol 2376)
**Machines** (2:30) [Hill & Range, BMI-Shuman] Clattering progressive rock side which patterns noise into an effective accompaniment for this throbbing track. FM programming is likely, and the side could push heavily into pop playlists. Flip: "Milkweed Love" (2:43) [Deep Truth, BMI-Conly, Emelin, Ford, Flye, King]

**THE TROPICS** (Malaco 2003)
**Tired of Waiting** (3:47) [Jay Boy, BMI-Davies] Time back Kinks hit returns in a progressiv-ized rendering that could give the side another hot run on the pop sales lists. Track may score. Flip: "Talking 'Bout Love" (2:23) [Malaco, BMI-Soule, Davis] Malaco Records, 720 17th Ave So., Nashville 37203.

**JIMMY WILLIAMS** (Dynovoice 931)
**Mushroom City** (2:35) [Saturday, BMI-Gentile, Lambert, Williams] The incessant rhythmic charm and Jimmy Williams' gentle soul vocal give this track an attraction which could put the outing on the breakout road. Could catch fire. Flip: "Standing There" (3:20) [Saturday, BMI-Gentile, Lambert]

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# Vital Statistics

## DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

• New To The Top 100

#1
I HEARD IT THRU THE GRAPEVINE (2:59)
Marvin Gaye-Tamla 54176
2457 Woodward Ave., Detroit, Mich.
PROD: Norman Whitfield c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: N. Whitfield-B. Strong
FLIP: You're What's Happening

#2
WICHITA LINEMAN (2:58)
Glen Campbell-Capitol 2302
1750 N Vine, H'wood, Calif.
PROD: Al De Lory c/o Capitol
PUB: Canopy ASCAP
449 S Beverly Drive, Bev. Hills, Cal.
WRITER: Jim Webb ARR: Al De Lory
FLIP: Fate Of Man

#3
STORMY (2:45) Classics IV-Imperial 66328
6920 Sunset Blvd. L.A. Calif.
PROD: Buddy Buie for Bill Lowery
c/o Imperial
PUB: Low-Sol BMI P.O. Box 9687, N Atlanta, Ga
WRITERS: B. Buie-J. Cobb ARR: Emory Gordy
FLIP: Twenty Four Hours Of Loneliness

#4
I LOVE HOW YOU LOVE ME (2:38)
Bobby Vinton-Epic 10397
51 West 52 Street, NYC.
PROD: Billy Sherrill c/o Epic
PUB: Columbia/Screen Gems BMI
711 5th Ave, NYC.
WRITERS: B. Mann-L. Kolber
FLIP: Little Barefoot Boy

#5
I'M GONNA MAKE YOU LOVE ME (2:56)
Diana Ross & Supremes & The Temptations
Motown 1137
2457 Woodward Ave, Detroit Mich.
PROD: F. Wilson-N. Ashford c/o Motown
PUB: Act Three BMI 35 E. Wacker Dr. Chi, Ill.
WRITERS: Gamble-Ross FLIP: A Place In The Sun

#6
ABRAHAM, MARTIN & JOHN (3:15) Dion-Laurie 3464
165 West 46 Street, NYC.
PROD: Laurie Prod. In Assoc with
Gernhard Ent. (same address)
PUB: Rosnique BMI (same address)
WRITER: D. Holler ARR: John Abbott
FLIP: Daddy Rollin'

#7
LOVE CHILD (2:39)
Diana Ross & Supremes-Motown 1135
2457 Woodward Ave, Detorit Mich.
PROD: The Clan c/o Motown
PUB: Jobete BMI (same address)
WRITERS: Sawyer-Taylor-Wilson-Richards
ARR: Paul Riser FLIP: Will This Be The Day

#8
CLOUD NINE (3:15)
Temptations-Gordy 7081
2457 Woodward Ave., Detroit, Mich.
PROD: Norman Whitfield c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: N. Whitfield-B. Strong
FLIP: Why Did She Have To Leave Me

#9
FOR ONCE IN MY LIFE (2:49)
Movie Wender-Tamla 54174
2157 Woodward Ave, Detroit, Mich.
PROD: Henry Cosby c/o Tamla
PUB: Stein & Van Stock ASCAP (same address)
WRITERS: Ron Miller-Murden FLIP: Angle Girl

#10
CINNAMON (2:35) Derek-Bang 558
1650 Broadway, NYC.
PROD: George Tobin-Johnny Cymbal
c/o Bang
PUB: Pamco BMI 1330 6th Ave., NYC.
WRITERS: G. Tobin-J. Cymbal
FLIP: This Is My Story

#11
SOULFUL STRUT (2:52)
Young-Holt Unlimited-Brunswick 55391
445 Park Ave, NYC.
PROD: Carl Davis-Eugene Record c/o Brunswick
PUB: Dakar BMI 2203 Spruce St. Phila, Pa.
BRC BMI c/o MCA 445 Park Ave, NYC.
WRITERS: E. Record-Sonny Sanders
ARR: S. Sanders
FLIP: Country Slicker Joe

#12
GOING UP THE COUNTRY (2:30)
Canned Heat-Liberty 56077
6920 Sunset Blvd. L.A. Calif.
PROD: Canned Heat-Skip Taylor
9118 Sunset Blvd. L.A. Calif.
PUB: Metric BMI 6920 Sunset Blvd. L.A. Cal.
WRITER: Allan Wilson
FLIP: One Kind Favor

#13
HOOKED ON A FEELING (2:44)
B. J. Thomas-Scepter 12230
254 West 54 Street, NYC.
PROD: American Studio Group prod: by
Chips Moman 3957 Steel St. Memphis, Tenn
PUB: Press BMI 905 16th Ave S., Nashville, Tenn.
WRITER: Mark James
FLIP: I've Been Down This Road Before

#14
BOTH SIDES NOW (3:14)
Judy Collins-Elektra 45639
1855 Broadway, NYC
PROD: Mark Abramson c/o Elektra
PUB: Sequomb BMI
c/o Harold A Thau 55 Liberty St. NYC.
WRITER: J. Mitchell ARR: J. Rifkin
FLIP: Who Knows Where The Time Goes

#15
TOO WEAK TO FIGHT (2:20)
Clarence Carter-Atlantic 2569
1841 Broadway, NYC.
PROD: Rick Hall & Staff
P.O. Box 2238 Muscle Shoals, Ala.
PUB: Fame BMI c/o Rick Hall
WRITERS: G. Jackson-C. Carter-J. Keyes
ARR: R. Hall FLIP: Let Me Comfort You

#16
WHO'S MAKING LOVE (2:47)
Johnnie Taylor-Stax 0009
926 E. McLemore, Memphis, Tenn.
PROD: Don Davis 13640 Pembroke, Det., Mich.
PUB: East Memphis BMI
926 E. McLemore, Memphis, Tenn.
WRITERS: Homer Banks-Betty Crutcher- Don Davis-
Raymond Jackson
FLIP: I'm Trying

#17
SON OF A PREACHER MAN (2:28)
Dusty Springfield-Atlantic 2580
1841 Bway, NYC.
PROD: Jerry Wexler, Tom Dowd, Arif Mardin
PUB: Tree BMI 905 16th Ave. S., Nashville
WRITERS: John F. Hurley, Ronnie Wiekius
FLIP: Just A Little Lovin' (Early In The Mornin')

#18
IF I CAN DREAM (3:08)
Elvis Presley-RCA 9670
155 East 24 Street, NYC.
PROD: Bones Howe-Steve Binder
8833 Sunset Blvd., L.A., Calif.
PUB: Gladys-ASCAP 1619 Bway—N.Y.C.
WRITER: W. Earl Brown
FLIP: Edge Of Reality

#19
SEE-SAW (2:42)
Aretha Franklin-Atlantic 2574
841 B'way. NYC
PUB: Cotillion BMI c/o Atlantic
1841 Broadway, NYC.
EAST BMI 926 E. McLemore Ave.
Memphis, Tenn.
WRITERS: Steve Cropper-Don Covay
FLIP: My Song

#20
I STARTED A JOKE (3:04) Bee Gees-Atco 6639
1841 Broadway, NYC.
PROD: Robert Stigwood & Bee Gees
67 Brook Street, London, England.
PUB: Casserole BMI c/o Walter Hofer
221 West 57 Street, NYC.
WRITERS: Barry Robin-Maurice Gibb
FLIP: Kilburn Towers

#21
CRIMSON & CLOVER (3:23)
Tommy James & Shondells-Roulette 7028
17 West 60 St., NYC.
PROD: Tommy James (same address)
PUB: Big 7 Music BMI (same address)
WRITERS: T. James-P. Lucia
FLIP: Some Kind Of Love

#22
BELLA LINDA (2:47)
Grass Roots-Dunhill 4162
449 S. Beverly Dr. Bev. Hills, Cal.
PROD: Steve Barri c/o Dunhill
PUB: Wingate ASCAP c/o Dunhill
WRITERS: I. Mogul-L. Pattisi-S. Barri-B. Gross
FLIP: Hot Bright Light

#23
LO MUCHO QUE TE QUIERO (2:55)
Rene & Rene-White Whale 287
8961 Sunset Blvd. L.A. Calif.
PUB: Pecos BMI 911 B'klyn Ave.
San Antonio, Texas
WRITERS: Lbarra-Ornelas-Herrera
FLIP: Lloraras

#24
PAPA'S GOT A BRAND NEW BAG (2:32)
Otis Redding-Atco 6636
1841 Broadway. NYC.
PUB: Lois BMI 1540 Brewster Av. Cinn. Ohio.
Tocca BMI 1501 Bway, NYC.
WRITER: James Brown
FLIP: Direct Me

#25
A RAY OF HOPE (3:40) Rasca's-Atlantic 2584
1841 Broadway, NYC.
PROD: Felix Cavaliere c/o Sid Bernstein
665 5th Av. NYC. & Arif Mardin c/o Atlantic
PUB: Slacsar ASCAP c/o Stephen H Weiss
444 Madison Ave, NYC.
WRITERS: F. Cavaliere-Eddie Brigati
FLIP: Any Dance'll Do!

#26
'TIL (2:47 Vogues-Reprise 0788
4000 Warner Blvd., Burbank, Cal.
PROD: Dick Glasser. 6760 Hillpark Dr., L. A., Cal.
PUB: Chappell ASCAP 609 5th Ave., NYC.
WRITERS: Sigman-Danvers ARR: Ernie Freeman
FLIP: I Will

#27
CHEWY, CHEWY (2:39) Ohio Express-Buddah 70
1650 Broadway, NYC.
PROD: Kasenetz-Katz Assoc. Inc.—200 W. 57 St. NYC
PUB: Kaskat BMI 200 W 57 St., NYC.
Peanut Butter BMI 1650 Bway. NYC
WRITERS: J. Levine-K. Resnick
FLIP: Firebird

#28
EVERYDAY PEOPLE (2:18)
Sly & The Family Stone-Epic 10407
51 West 52 Street, NYC.
PROD: Sly Stone for Stone Flower
700 Urbano St. San Francisco, Calif.
PUB: Daly City BMI
c/o Martin Machet 1501 Bway. NYC.
WRITER: S. Stewart FLIP: Sing A Simple Song

#29
THE WORST THAT COULD HAPPEN (2:58)
Brooklyn Bridge-Buddah 75
1650 Bway, NYC
PROD: Wes Farrell 39 W 55 St. NYC.
PUB: Johnny Rivers BMI
9255 Sunset Blvd. L.A. Calif.
WRITER: Jim Webb FLIP: Your Kite, My Kite

#30
SHAME, SHAME (2:55)
Magic Lanterns-Atlantic 2560
1841 Broadway, NYC.
PROD: Double-R by Steve Rowland, 23 Old Burlington
St., London W.I., Eng.
PUB: 4 Star BMI 9220 Sunset Blvd., L.A., Cal.
WRITERS: Henderson-Colley
FLIP: Baby, I Gotta Go Now

#31
SHOWDOWN (2:35)
Archie Bell & Drells-Atlantic 2583
1841 Broadway, NYC.
PROD: Gamble Huff, 250 S. Broad St., Phila., Pa.
PUB: Downstairs BMI c/o Kenneth Gamble
5412 Osage Ave., Phila., Pa.
Double Diamond BMI 250 S. Broad St., Phila., Pa.
WRITER: Gamble Huff ARR: Bobby Martin
FLIP: Go For What You Know

#32
THIS IS MY COUNTRY (2:47)
Impressions-Curtom 1934
c/o Buddah 1650 Bway, NYC
PROD: Curtis Mayfield 79 Monroe St. Chi Ill.
PUB: Camad BMI (c/o Curtis Mayfield)
WRITER: C. Mayfield
FLIP: My Woman's Love

#33
STAND BY YOUR MAN (2:34)
Tammy Wynette-Epic 10398
51 West 52 Street, NYC.
PROD: Billy Sherrill c/o Epic
PUB: Al Gallico BMI 101 W. 55 St., NYC.
WRITERS: B. Sherrill-T. Wynette
FLIP: I Stayed Long Enough

#34
SCARBOROUGH FAIR (3:25)
Sergio Mendes & Brasil '66-A&M 986
1416 N. La Brea, H'wood, Calif.
PROD: Sergio Mendes c/o A&M
PUB: Charing Cross BMI
c/o Martin Wolman, 521 5th Ave., NYC.
WRITERS: Paul Simon-Art Garfunkel
ARR: Dave Grusin FLIP: Conto Triste

#35
HEY JUDE (4:02)
Wilson Pickett-Atlantic 2591
1841 Broadway, NYC.
PROD: Rick Hall & Staff
603 E Avalon, Muscle Shoals, Ala.
PUB: Maclen BMI 221 W 57 St., NYC.
WRITERS: Lennon-McCartney
ARR: R. Hall & Staff
FLIP: Search Your Heart

#36
MY FAVORITE THINGS (3:00)
Herb Alpert-A&M 1001
1416 N. La Brea, H'wood, Calif.
PROD: Herb Alpert-Jerry Moss c/o A&M
PUB: Williamson ASCAP
1530 N. Gower St., H'wood, Calif.
WRITERS: Rogers-Hammerstein
ARR: H. Alpert FLIP: The Christmas Song

#37
MAGIC CARPET RIDE (2:55)
Steppenwolf-Dunhill 4161
149 S. Beverly Drive, Bev. Hills, Cal
PROD: Gabriel-McKier c/o Dunhill
PUB: Truesdale BMI (same address)
WRITERS: John Kay-Rushton Moreve
FLIP: Sookie Sookie

#38
HEY JUDE (7:11)
Beatles-Apple 2278
c/o Capitol, 1750 N. Vine H'wood, Cal
PROD: George Martin c/o EMI
Blythe Rd. Hayes, Middlesex, London W1. Eng
PUB: Maclen BMI 1780 Bway, NYC.
WRITERS: Lennon-McCartney
FLIP: Revolution

#39
TOUCH ME (3:09) Doors-Elektra 45646
1855 Bway, NYC.
PROD: Paul Rothchild c/o Elektra
PUB: Nipper ASCAP (same address)
WRITERS: Doors ARR: Paul Harris
FLIP: Wild Child

#40
CAN'T TURN YOU LOOSE (4:50)
Chambers Bros.-Columbia 44679
51 West 52 Street, NYC.
PROD: Tim O'Brien c/o Columbia
PUB: East BMI 926 E. McLemore, Memphis, Tenn.
Time BMI 449 S. Beverly Drive, Bev. Hills, Cal.
Redwal BMI 535 Cotton Ave., Macon, Ga.
WRITER: O. Redding FLIP: Do Your Thing

#41
THOSE WERE THE DAYS (5:06)
Mary Hopkin-Apple 1801
c/o Capitol 1750 N. Vine, L.A. Calif.
PROD: Paul McCartney c/o Apple
PUB: Essex ASCAP 10. Col. Circle, NYC.
WRITER: Gene Raskin
FLIP: Turn Turn Turn

#42
READY OR NOT HERE I COME (2:55)
Delfonics-Philly Groove 154
c/o Bell 1776 Bway, NYC.
PROD: Stan & Bell 285 S.52 St. Phila, Pa.
PUB: Nickel Shoe BMI 285 S.52 St. Phila, Pa.
WRITERS: T. Bell-W. Hart
FLIP: Somebody Loves You

#43
BABY LET'S WAIT (2:33)
Royal Guardsmen-Laurie 3461A
165 W. 45 Street, NYC
PROD: Gernhard-Brumage-Fuller
6747 1st Ave So. St. Petersburg, Fla.
PUB: Web IV BMI 1650 Bway, NYC.
WRITERS: T. Sawyer-L. Burton
FLIP: So Right (To Be In Love)

#44
CALIFORNIA SOUL (3:14)
5th Dimension-Soul City 770
6920 Sunset Blvd. L.A. Calif.
PROD: Bones Howe c/o Mr. Bones Entrp.
8833 Sunset Blvd. L.A. Calif.
PUB: Jobete BMI 2457 Woodward Ave. Det. Mich.
WRITERS: Nicholas Ashford-Valerie Simpson
ARR: R. Tohlman-B. Alcivar-B. Holman
FLIP: It'll Never Be The Same

#45
THE GIRL MOST LIKELY (2:11)
Jeannie C. Riley-Plantation 7
3106 Belmont Blvd. Nashville, Tenn.
PROD: Shelby Singelton, Jr. (same address)
PUB: Shelby Singelton BMI (same address)
WRITERS: Myra Smith-Margaret Lewis
FLIP: My Scrap Book

#46
CROSSTOWN TRAFFIC (2:18)
Jimi Hendrix Experience-Reprise 0792
4000 Warner Blvd. Burbank, Calif.
PROD: Jimi Hendrix c/o Harold Davis
Regent House, London W1, Eng.
PUB: Bella Godiva BMI 444 Mad. Av. NYC.
WRITER: Hendrix
FLIP: Gypsy Eyes

#47
ISN'T IT LONELY TOGETHER (2:30)
O. C. Smith-Columbia 44705
51 West 52 Street, NYC.
PROD: Jerry Fuller c/o Columbia
PUB: Ahab BMI 114 Lincoln Ct. Nashville, Tenn.
WRITER: R. Stevens ARR: H. B Barnum
FLIP: I Ain't The Worryin' Kind

#48
ELECTRIC STORIES (2:50)
Four Seasons-Philips 40577
35 E. Wacker Drive, Chicago., Ill.
PROD: Gaudio Crewe, 1841 Bway, NYC.
PUB: Screen Gems/Columbia BMI 711 5th Ave., NYC.
WRITERS: M. Petrillo-S. Linzer
ARR: Chas. Calello FLIP: Pity

#49
I'VE GOTTA BE ME (2:53)
Sammy Davis Jr.-Reprise 0779
4000 Warner Blvd. Burbank, Calif.
PROD: Jimmy Bowen 6363 Sunset Blvd. L.A. Cal.
PUB: Damila ASCAP 40 W 55 St. NYC.
WRITER: Walter Marks ARR: Richard Weiss
FLIP: Bein' Natural Bein' Me

#50
KENTUCKY WOMAN (3:57)
Deep Purple-Tetragrammaton 1508
359 N Canyon Dr. Beverly Hills, Cal.
PROD: Derek Lawrence c/o Hec Entrp
17 Newman Street, London W1, England
PUB: Tallyrand BMI c/o Sidney Seidenberg
1414 Ave of the Americas, NYC.
WRITER: Neil Diamond FLIP: Hard Road

#51
ARE YOU HAPPY (2:40) Jerry Butler-Mercury 72876
35 East Wacker Drive, Chicago, Ill.
PROD: Gamble Huff 250 S. Broad St., Phila., Pa.
PUB: World War 3 BMI 250 S. Broad St., Phila., Pa.
Parabut BMI c/o Ensign 1501 Bway, NYC.
WRITERS: Gamble-Bell-Butler
ARR: Bobby Martin-Thom Bell
FLIP: (Strange) I Still Love You

#52
LITTLE ARROWS (3:00) Leapy Lee-Decca 32380
445 Park Ave, NYC.
PROD: Gordon Mills, London, England.
PUB: Duchess BMI c/o MCA 445 Park Ave, NYC.
WRITERS: Hammond-Hazlewood
FLIP: Time Will Tell

#53
AMERICAN BOYS (3:08)
Petula Clark-Warner Bros. 7244
4000 Warner Blvd., Burbank, Cal.
PROD: Tony Hatch c/o Pye Records
AVT House GT Cumberland Place, London W1 Eng.
PUB: Duchess BMI 322 W. 48 St.
WRITERS: Hatch-Trent
ARR: Tony Hatch
FLIP: Look To The Sky

#54
A MINUTE OF YOUR TIME (3:00)
Tom Jones-Parrot 40035
539 West 25 Street, NYC.
PROD: Peter Sullivan for Gordon Mills
4-25 New Bond Street, London W1, Eng.
PUB: Anne-Rachael ASCAP 1619 Bway, NYC.
WRITER: Westlake ARR: Mike Vickers
FLIP: Looking Out My Window

#55
VANCE (4:35) Roger Miller-Smash 2197
35 E Wacker Drive, Chicago, Ill.
PROD: Jerry Kennedy c/o Smash
PUB: Russell Cason ASCAP
812 17th Ave S. Nashville, Tenn.
WRITER: B. Russell ARR: Cam Mullins
FLIP: Little Children Run & Play

#56
BLUEBIRDS OVER THE MOUNTAIN (2:52)
Beach Boys-Capitol 2360
1750 N Vine, L.A. Calif.
PROD: Carl Engemann c/o Capitol
PUB: Brothers BMI 1654 N Ivor Av. H'wood, Cal.
WRITER: Ersel Hickey ARR: Bruce Johnston
FLIP: Never Learn Not To Love

#57
BUILD ME UP, BUTTERCUP (2:56)
Foundations-UNI 55101
8255 Sunset Blvd. L.A. Calif.
PROD: Tony Macaulay c/o UNI
PUB: January BMI 25 W 56 St. NYC.
WRITER: M. DeAbo FLIP: New Direction

#58
**ROCKIN IN THE SAME OLD BOAT (2:43)**
**Bobby Bland-Duke 440**
2809 Erastus St., Houston, Texas
PUB: Don BMI (same address)
WRITERS: O. Malone-V. Morrison
FLIP: Wouldn't You Rather Have Me

#59
**THIS MAGIC MOMENT (2:5D)**
**Jay & The Americans-United Artists 5D475**
729 7th Ave., NYC.
PROD: Jata 1619 Bway, NYC.
PUB: Rumbalero-Progressive-Quintet BMI
1619 Bway, NYC.
WRITERS: D. Pomus-M. Shuman ARR: Tommy Kaye
FLIP: Since I Don't Have You

#60
**FEELIN' SO GOOO (2:56)**
**Archies-Calendar 1DD7**
155 E 24 Street, NYC.
PROD: Jeff Barry—300 E 74 St., NYC.
PUB: Don Kirshner BMI 655 Mad. Av., NYC.
WRITERS: Barry-Kim
ARR: Don Kirshner
FLIP: Love Light

#61
**RAINBOW RIOE (2:47) Andy Kim-Steed 711**
c/o Jeff Barry 300 E 74th St, NYC.
PROD: J. Barry (same address)
PUB: Unart BMI 729 7th Ave, NYC.
Joachim BMI
WRITERS: J. Barry-Andy Kim
ARR: Ronald Frangipani
FLIP: Resurrection

#62
**YOU GOT SOUL (2:32)**
**Johnny Nash-Jad 2D9**
221 W 57 Street, NYC.
PUB: Johnny Nash BMI (same address)
WRITER: J. Nash
FLIP: Don't Cry
WRITER: Paul Ryan

#63
**TIT FOR TAT (3:05) James Brown-King 6204**
1540 Brewster Ave, Cinn. Ohio.
PROD: J. Brown (same address)
PUB: Dynatone BMI (same address)
WRITERS: J. Brown-Nat Jones ARR: N. Jones
Flip: Believers Shall Enjoy
(Non Believers Shall Suffer)

#64
**HANG 'EM HIGH (3:53)**
**Booker T & The MG's-Stax 0013**
926 E McLemore Ave, Memphis, Tenn.
PROD: Booker T & MG's c/o Stax
PUB: Unart BMI 729 7th Ave, NYC.
WRITER: D. Frontiere
ARR: Booker T & MG's
FLIP: Over Easy

#65
**SOUL SISTER, BROWN SUGAR (2:27)**
**Sam & Dave-Atlantic 2590**
1841 Bway, NYC.
PROD: Hayes-Porter c/o Stax
926 E McLemore Ave., Memphis, Tenn.
PUB: Walden ASCAP c/o Atlantic
Birdees ASCAP—1501 Bway, NYC.
WRITERS: Isaac Haynes-David Porter
FLIP: Come On In

#66
**ELOISE (3:24)**
**Barry Ryan-MGM 14D10**
1350 Ave of the Americas, NYC.
PROD: Bill Landis
PUB: Valley BMI—241 W 72 St., NYC.
WRITER: Paul Ryan
ARR: Johnny Arthey
FLIP: Love I Almost Found You

#67
**CALIFORNIA OREAMIN' (3:32)**
**Bobby Womack-Minit 2990**
729 7th Ave, NYC.
PROD: Chips Moman
827 Thomas St. Memphis, Tenn.
PUB: Wingate BMI Honest John ASCAP
1330 Ave of the Americas, NYC.
WRITER: John Phillips ARR: Mike Leech-B. Womack
FLIP: Baby You Oughta Think It Over

#68
**SHE'S A LAOY (1:45) John Sebastian-Kama Sutra 254**
c/o MGM 1350 Ave. of the Americas, NYC.
PROD: Paul Rothchild c/o Koppelman & Rubin
1619 Bway, NYC.
PUB: Faithful Virtue BMI 1619 Bway, NYC.
WRITER: J. Sebastian ARR: Paul Harris
FLIP: The Room Nobody Lives In

#69
**YDU SHOWEO ME (3:D5) Turtles-White Whale 292**
8961 Sunset Blvd. L.A. Calif.
PROD: Chip Douglas 8833 Sunset Blvd. L.A. Cal.
PUB: Tickson BMI
999 N. Sepulveda Blvd. El Secunda, Calif.
WRITERS: James McGuinn-Gene Clark
FLIP: Buzz Saw

#7D
**SWEET CREAM LADIES, FORWARO MARCH (2:13)**
**Box Tops-Mala 12D35**
1776 Broadway, NYC.
PROD: Chips Moman-Tommy Cogbill
827 Thomas St. Memphis, Tenn.
PUB: Blackwood BMI 1650 Bway, NYC.
WRITERS: B. Weinstein-John Stroll
FLIP: I See Only Sunshine

#71
**OOES ANYBDDY KNOW I'M HERE (3:15)**
**Dells-Cadet 5631**
320 E 21 Street, Chicago, Ill.
PROD: Bobby Miller c/o Cadet
PUB: Chevis BMI (same address)
WRITER: B. Miller ARR: Chas. Stepney
Flip: Make Sure

#72
**CAN I CHANGE MY MIND (2:48)**
**Tyrone Dave-Oakar 6D2**
c/o Cotillion 1841 Bway, NYC.
PROD: Willie Henderson c/o Cotillion
PUB: Dahar BMI 2203 Spruce St., Phila., Pa.
WRITERS: Barry Despenza-Carl Wolfolk
ARR: W. Henderson
FLIP: A Woman Needs To Be Loved

#73
**I PUT A SPELL ON YOU (4:26)**
**Creedence Clearwater Revival-Fantasy 617**
1281 30th St., Oakland, Calif.
PROD: Saul Zaentz c/o Fantasy
PUB: Travis BMI 729 7th Ave., NYC.
WRITER: J. Hawkins FLIP: Walk On The Water

#74
**MALINDA (2:52) Bobby Taylor-Gordy 7079**
2457 Woodward Ave., Detroit, Mich.
PROD: Robinson-Johnson-Cleveland c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: Robinson-Johnson-Cleveland
FLIP: It's Growing

#75
**IF I HAO TIME (3:10)**
**Nick De Caro-A&M 1000**
1416 N La Brea, H'wood, Calif.
PROD: Tommy LiPuma-Nick DeCaro c/o A&M
PUB: Duchess BMI—1771 N Vine, H'wood, Cal.
WRITERS: Fugaim-Delanoe-Fishman
FLIP: Caroline, No

#76
**TRAGEOY (2:43) Brian Hyland-Oot 17176**
1570 N. Vine, H'wood, Calif.
PROD: Roy Ruff c/o Dot
PUB: Bluff City BMI 157 W. 57 St., NYC.
WRITERS: F. Burch-G. Nelson
ARR: Dick Hieronymus
FLIP: You'd Better Stop-And Think It Over

#77
**CONOITION RED (2:52)**
**Goodies-Hip 8DD5**
c/o Stax 926 E McLemore St., Memphis, Tenn.
PROD: D. Davis c/o Stax
PUB: East BMI c/o Stax
Groovesville BMI—13640 Pembroke, Det., Mich
WRITERS: D. Davis-F. Briggs
FLIP: Didn't Know Love Was So Good

#78*
**BABY, BABY DON'T CRY (3:29)**
**Smokey Robinson & Miracles—Tamla 54178**
2457 Woodward Ave., Detroit, Mich.
PROD: Smokey-Moore-Johnson c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: Cleveland-Johnson-Robinson
FLIP: Your Mother's Only Daughter

#79
**PROMISES, PROMISES (2:57)**
**Dionne Warwick-Scepter 12231**
254 W 54 Street, NYC.
PROD: Burt Bacharach-Hal David
c/o Fred E Ahlert Jr. 15 E. 48 St. NYC
PUB: Blue Seas ASCAP & Jac ASCAP
c/o Fred E Ahlert Jr.
Edwin H Morris ASCAP 31 W 54 St. NYC
WRITERS: Bacharach-David
ARR: Burt Bacharach
FLIP: Whoever You Are, I Love You

#80
**FLY WITH ME (2:49)**
**Avant Garde-Columbia 44701**
51 West 52 Street, NYC.
PROD: Billy Sherrill c/o Columbia
PUB: Cedarwood BMI
815 16th Ave., Nashville, Tenn.
WRITER: C. Woolery
ARR: Don Tweedy
FLIP: Revelation's Revolutions

#81
**BATTLE HYMN OF THE REPUBLIC (3:27)**
**Andy Williams-Columbia 44650**
51 West 52 Street, NYC.
PROD: Andy Williams c/o Bernard-Williams
9000 Sunset Blvd. H'wood, Calif.
WRITERS: Steffe-Howe
ARR: Paul Solanunovich FLIP: Ave Maria

#82
**NOT ON THE OUTSIOE (3:35)**
**The Moments-Stang 5000**
c/o All Platinum
106 W Palisades Ave., Engelwood, N.J.
PROD: Sylvia Robinson-L. Roberts
(same address)
PUB: Gambi BMI (same address)
WRITERS: S. Robinson-L. Roberts
ARR: Bert Keys
FLIP: Understanding

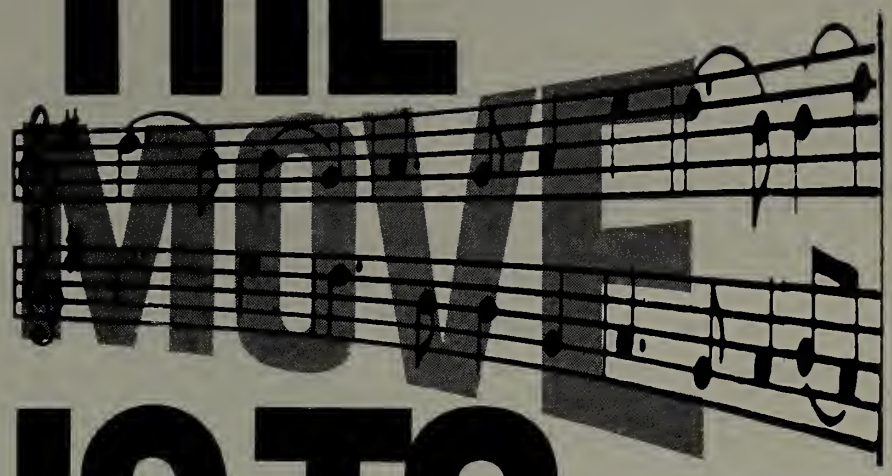
#83*
**LONG LINE RIDER (2:57)**
**Bobby Darin-Direction 350**
c/o Bell Records 1776 Bway, NYC.
PROD: Bobby Darin c/o Direction
PUB: Argent BMI c/o T. M. Music Inc.
1619 Broadway, NYC. 10019
WRITER: Bobby Darin
ARR: Bobby Darin
FLIP: Change

#84*
**DADDY SANG BASS (2:225)**
**Johnny Cash—Columbia 44689**
51 West 52 Street, NYC.
PROD: Bob Johnston c/o Columbia
PUB: House Of Cash BMI c/o Johnny Cash
Caudill Drive, Hendersonville, Tenn. 37075
WRITER: C. Perkins
FLIP: He Turned The Water Into Wine

#85
**THINGS I'O LIKE TO SAY (2:19)**
**New Colony Six-Mercury 72858**
35 E. Wacker Drive, Chicago, Ill.
PUB: New Colony BMI c/o Peter H. Wright
185 N. Wabash Ave., Chicago, Ill.
WRITERS: R. Rice-L. Kummel
FLIP: Come And Give Your Love To Me

#86
**NOBODY (2:18)**
**3 Oog Night-Dunhill 4168**
449 S. Beverly Drive, Bev. Hills, Calif.
PROD: Gabriel Mekler c/o Dunhill
PUB: Nel Shell BMI c/o Lawrence Williams
4742 Don Miguel Dr., L. A., Calif.
WRITRS: B. Cooper-B. Shelby-B. Beatty
FLIP: It's For You


# THE MOVE IS TO ASCAP



Jim Webb, The Rascals, Bobby Russell,
Janis Joplin & Big Brother and
The Holding Company,
Isaac Hayes & David Porter,
Judy Collins, The Band and
Jimi Hendrix did it in 1968.

## The next move is up to you!

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

**Writers:** Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published or commercially recorded.

Any composer or author of a copyrighted musical composition who is not found to be eligible to membership in the participating class may be elected as an associate member.

**Publishers:** Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President

**American Society of Composers, Authors & Publishers**
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9301 Wilshire Boulevard, Room 408, Beverly Hills, California 90210.
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# Talent On Stage

## JUDY COLLINS

CARNEGIE HALL, N. Y.—Judy Collins has long been hailed as the #2 queen of folk music, right behind Joan Baez, but obviously not content with being number two, she branched out into the contemporary music field. Now she's number 1, and riding on the crest of the Top 10 "Both Sides Now," she's currently enjoying heavy pop fame also.

By now, Judy's fans are used to her upbeat accompaniment, consisting of piano, bass and drums, but the songstress threw in an extra treat with the addition of Steve Stills, ex-Bufallo Springfield, on guitar.

Although Judy's still performing material from the Joni Mitchell and Leonard Cohen songbooks, she has become increasingly active as a writer herself, and is using much of her own material, some of which can be found in her new "Who Knows Where The Time Goes" album on Elektra.

Her repertoire has been changed from the last time we saw her, but her delivery has remained the same, professional and enjoyable, provoking well-expressed admiration from the full house.

## CREEDENCE CLEARWATER REVIVAL
## DEEP PURPLE
## JAMES COTTON

FILLMORE EAST, N.Y. — There were no super-stars at the Fillmore East last weekend (20,21), but there were three very competent and diverse acts and sometimes that can be just as rewarding. In this case it was, to us and to the audience.

James Cotton runs a tight blues band, filled to the brim with enthusiasm. Although the sound comes from the south side of Chicago, the songs come from other areas, giving his group a potentially much wider appeal than some of the other 'real' blues organizations. At the same time, Cotton's group is held back by the lack of a top-rate instrumentalist, which is ironic in that Buddy Guy, Cotton's former lead guitarist, is held back by the lack of material appealing to a large, white audience. "I Got You" and "Tighten Up" were two of the songs which Cotton used to stir up the Fillmore audience, although his strolling up and down the aisles with a wireless mike also helped.

We got the impression that much of the audience was as pleasantly surprised as we were at the performance of England's Deep Purple. The group relies mainly on gimmicky reworkings of known songs, but for some reason (probably talent) their gimmick doesn't wear thin. The group is not quite ready for super-star status, but they are fully capable of taking advantage of the fame their hit records have brought them, and they more than satisfy in person. "Hard Road" (from their new "Book Of Taliesyn" LP) was the only original tune on a set that included "Hush," "Help," "Paint It Black," "Hey Joe" and "I'm So Glad."

Creedence Clearwater Revival headlined the show, and again, while their sound was not pulling people out of their seats towards the stage, it wasn't sending them the other way eiher. No mean feat in these days of gawd-awful-group proliferation. The group basically uses a hard rock sound with a blues influence, which was heard to best advantage on their "I Put A Spell On You" and "Suzie Q" chart-riders. "Born In The Bayous" and "Walk On The Water," two presumably group penned efforts, came over well also.

## The Shadow Returns

NEW YORK—"Come Live With Me," the first disk from Roulette Record's new Tomorrow's Productions label, is off to a fast sales start in New York, according to Roulette president Morris Levy, having topped the 30,000 mark in three weeks of release. The deck features Shadow Mann and was produced by Ron Haffkine for Kelli Ross and Art Wayne's Alouette Productions.

In additon to play on WMCA, a Top 40 outlet, the side is also reported to be getting play on WNEW-FM, a progressive outlet and WWRL & WLIB, soul stations.

Mann is halfway through his cross-country tour, having cast his shadow in Cleveland, Philadelphia, Los Angeles, San Francisco, Boston and Hartford. He is off again today for Baltimore, Washington and Philadelphia. While in the latter city, he'll make return visits to the Hy Litt and Jerry Blavat TV'ers.

The Shadow Mann Album is skedded for release this week, and Levy said that the firm would "saturate half of the civilized world with methods never used to promote records before.

## Eastern Adds 1-Stop

EAST HARTFORD—Eastern Record Distributors has just former a one-stop operation to truck service singles, and stereo-8 tape cartridges to retailers. The company's 30,000 sq. ft. building at 734 Tolland St. has allocated space to accommodate the new facility, which began operating at the beginning of the month.

ROMAN-ESQUE RECORDING SESSION: Lyn Roman, Dot recording artist, and actor Kirk Douglas discuss the Paramount Pictures release, "The Brotherhood," for which the songstress recorded the "Taste Of Love" love theme. The film stars Douglas and Alex Cord, and was directed by Martin Ritt. Miss Roman makes her motion picture debut early next year in "A Sleeping Partner," which Curtis Harrington and George Edwards will make for Four Star International.

## Barbra's Gold

NEW YORK—Barbra Streisand has been awarded her eighth RIAA certified gold disk, this time for over $1 million in sales of the Original Soundtrack of "Funny Girl." LP featured three new songs from composers Jule Styne and Bob Merrill.

## GRT Buys Chess

(Continued from page 7)

stock.

The acquisitions involve several separate transactions. Included in the cash transaction are Chess Producing Corporation, Midwest and Midsouth Record Pressing Companies, Ter Mar Recording Studios, and Aristocrat Records. The companies to be acquired for GRT stock are Chess, Checker and Cadet Record Companies, Heavy Music, Inc., and III C Tape Corporation. The cash transactions were closed by Bayley and Leonard and Phil Chess and Russell Fratto, principals of the Chess group. According to Bayley, it is anticipated that the stock transactions will close shortly after January 1, 1969. Chess' L and P Broadcasting interests are not included in the acquisition by GRT.

### Sales At $6 Million

The Chess group's estimated sales for the 12 months ending January 31, 1969 are in excess of $6 million, Chess said, with pretax earnings expected to be more than $850,000. GRT reported sales of $2,292,730 and earnings of $156,048 for the quarter ending September 28, 1968. This represented earnings of 39 cents per share on 400,514 average shares outstanding during the quarter, Bayley said. For GRT's fiscal 1968, ended June 30, the company reported sales of $5,760, 942 and earnings of $401,924 after taxes.

Leonard, Phil and Marshall Chess and Russell Fratto will remain in their present positions under employment contracts, Bayley said. The Chess group will function autonomously, and no personnel or management policy changes are contemplated. The company, founded in 1947, employs 200.

Among the recording artists and groups under contract to the companies are Ramsey Lewis, Muddy Waters, the Rotary Connection, Soulful Strings, Pigmeat Markham, the Dells, Little Milton, Etta James, and the Violinaires.

Midwest Record Pressing, Inc., of Chicago and Midsouth Record Pressing, Inc. of Nashville, manufacture records for sale by the Chess group and under contract for other recording companies. Ter Mar Recording Studios records artists' performances. Heavy Music, Inc., is a music publisher. III C Tape Corporation holds tape rights to all Chess recordings and licenses those rights to prerecorded tape companies.

GRT recently established a record company—GRT Records—in Los Angeles. In other recently announced moves, GRT acquired Tape Handling Products in New Jersey, established a pre-recorded tape company in Canada, and acquired ownership of aproximately 90% of the stock of Magnetic Media Corporation of Mamaroneck, New York, a magnetic tape manufacturer.

## Epic Inks Hicks & Licks

NEW YORK—Epic Records has signed Dan Hicks and His Hot Licks to a recording contract. Epic A&R VP Dave Kapralik made the announcement last week.

Dan Hicks writes and arranges all his own material, which has been described as "swing western with comic overtones" by one observer and as "funky folk-rock" by another. Hicks himself describes his compositions (which include numbers with such

Hicks and Kapralik

titles as "How Can I Miss You If You Won't Go Away," "I Scare Myself" and "Milk Shakin' Mama") as "Lee Marvin music."

The Hot Licks debuted as a group in San Francisco in April, 1968, and consist of Hicks as lead vocal and rhythm guitar, Sherry Snow and Tina Natural doing vocals, Jimmie Bassoon on string bass, Jon Weber on lead guitar and Gary Pozzi on violin.

Like a number of other San Franciscans, Hicks emerged from the underground, earning his initial reputation as a member of the Charlatans. He appeared in the movie "Revolution" and consolidated his musicianship with appearances with the Hot Licks at the Avalon and the Fillmore West.

## MIDEM '69 Takes Final Shape

(Continued from page 7)

artists at a special gala on January 22, which will be screened over the Eurovision and Intervision links. There will also be five MIDEM awards for the 1967/68 season's five most internationally heard songs, spotlighting composers, lyricists and publishers.

Within the space of three years, MIDEM has become established as the international music common market. It attracts key figures from every section of the entertainment industry in most countries. They meet, wheel and deal, and achieve more solid, tangible and frequently lucrative results during six January days at Cannes than they could on an expensive international pilgrimage visiting the people they meet at MIDEM individually in their various countries. The cost of hospitable coffee and cognac is high in the Croisette area of Cannes, but it is felt that it is well worth it when one looks around and sees just how many influential people from how many key world markets one has around the table at one time.

### Testimonials

The value of MIDEM is emphasized and reinforced by the comments of music executives who attended the 1968 meet, as follows.

America: RCA executive Dario Soria said: "MIDEM is a good market for both large and small companies as far as publishing is concerned. Record-wise it's more important for the small independent with no international distribution, and is an excellent opportunity for eastern countries to get the feel of the western market."

Mercury executive Lou Reizner: "MIDEM is excellent from a contact point of view, and a valuable springboard for setting up future deals."

Germany: Publisher-writer-producer Ralph Siegel Jr.: "MIDEM is better than fifty Brill Buildings."

Holland: Phonogram executive Jack Haslinghuis: "MIDEM is the most marvelous idea ever invented for the recording business."

Bovema executive Gerry Oord: "1967's MIDEM was more intimate, but at the Martinez this year business was better."

Portengren Music's Joop Portengren: "MIDEM is 100% useful. I did more business in a week than in months without MIDEM."

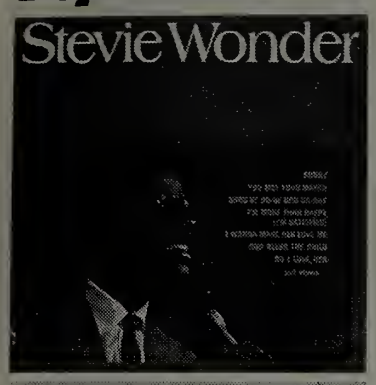
Spain: Hispavox executive Luis Calvo: "Thanks to MIDEM, we have been able to export quite a lot of our records to countries in which we never had previous contacts. We can only say we are glad to have come this year."

Musica de Espana publishing executive Alfredo Garcia Segura: "I have been able to place my catalog in nearly all countries of the world. I did quite well last year, but this one has been even better for me."

Britain: Music Publishers Association secretary Archie Montgomery: "On every hand the reaction seems to have been favorable and in certain quarters has been described as fabulous. MIDEM affords an opportunity for making contacts which would normally be impossible because of the travel involved."

# CashBox Album Reviews

## Pop Picks




**FOR ONCE IN MY LIFE—Stevie Wonder—Tamla TS291**

Three top hits, including the title tune (a recent #1 deck), "Shoo-Be-Doo-Be-Doo-Da-Day," and "You Met Your Match," should make this set the biggest Stevie Wonder package yet. Stevie has attained a new musical maturity as a vocalist, and it is more than amply demonstrated on such tunes as "Sunny," "I'm More Than Happy (I'm Satisfied)," "God Bless The Child," "The House On The Hill," and "I'd Be A Fool Right Now." Plenty of programming here.

**WONDERWALL MUSIC BY GEORGE HARRISON—Apple 3350**

First major solo effort from Beatle George Harrison is the soundtrack music for "Wonderwall," a soon-to-be-released film. Recorded in India and utilizing musicians from both East and West, the album provides a varied assortment of familiar and unfamiliar sounds. The set is already on the charts and looks as though it's going to develop into a really big item. Watch it.

**BLOOD, SWEAT AND TEARS—Columbia CS 9720**

A slight change in personnel and an improved sound marks the second LP from BS&T, and sales should quickly top their "Child Is Father To The Man" debut, an early 1968 chart success. Top airplay selection for FM'ers is "Smiling Phases," (a Traffic tune), with "Blues-Part II" a close second. AM outlets can liven their fare with "Spinning Wheel," "More And More," "You've Made Me So Very Happy." and "God Bless The Child." Group's blend of rock, blues and jazz is highly effective the first big excitement of 1969.

**HELP YOURSELF — Tom Jones — London PAS 71025**

Titled after and including his recent single hit, Tom Jones' latest LP is a powerhouse effort that's bound to pull in heaps of spins and sales. The chanter is really at the top of his form on this set, and his fans should turn out in force for him. In addition to "Help Yourself," the set includes "Laura," "Elusive Dreams," "The House Song" and 9 others. Stock heavily.

## Pop Best Bets

**JOANNA—Original Soundtrack—20th Century S 4202**

Best-selling poet Rod McKuen has written the words and music for "Joanna," a film about a girl's adventures in swinging London. McKuen's music is rich in variety; he has employed jazz, bossa nova, and waltz rhythms, as well as a number of ballads and blues. He also sings on this soundtrack LP, rendering a lovely ballad entitled "I'll Catch The Sun." Admirers of McKuen's work will want to own this album. Arthur Greenslade, who conducted the music, also wrote excellent arrangements.

**GALLERIES — Young Tradition — Vanguard VSD 79295**

The Young Tradition is comprised of three Britishers—Heather Wood, Royster Wood, and Pete Bellamy—who sing traditional English folk songs. A number of the songs are done without instrumental accompaniment, and the a cappella harmonizing of the tradition is extremely interesting. "The Barley Straw," "The Husbandman And The Serving Man," "Upon The Bow," and "The Agincourt Carol" are among the selections.

## Jazz Picks

**THE SCAVENGER — Nat Adderley — Milestone MSP 9016**

Cornetist Nat Adderley once more steps to the front to lead his own ensemble thru a highly professional and pleasing set. Joe Sawinul (piano), Victor Gaskin (bass), & Roy McCurdy (drums) make up the rhythm section on all the cuts, while horn men Mel Lastie & Joe Henderson and flutist Jeremy Steig make appearances when needed. The eight-minute title tune is a standout, but all the tunes fare well in Adderley's hands. Should do well.

**NASTY!—Johnny "Hammond" Smith—Prestige PRST 7588**

Organist Johnny "Hammond" Smith serves up a scintillating brew of six jazz sessions. The title tune and "Four Bowls Of Soul" were written by Smith; the other selections are "If I Were A Bell," "Song For My Father," "Speak Low," and "Unchained Melody." Smith's rhythmic, wailing performance is ably abetted by Houston Person, tenor sax; John Abercrombie, guitar; and Grady Tate, drums. Jazzophiles should snap this one up.

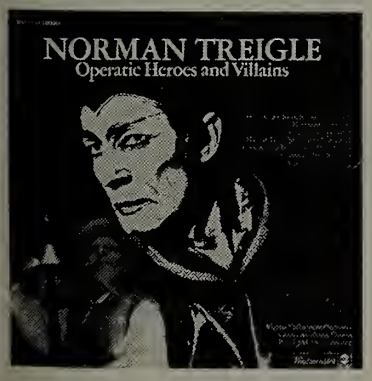
**CARAMBA!—Lee Morgan—Blue Note BST 84289**

Lee Morgan is both an excellent trumpeter and an excellent composer, as this album proves. The artist and Bennie Maupin (tenor sax), Cedar Walton (piano), Reginald Workman (bass), and Billy Higgins (drums), playing with a sensitivity rarely found in jazz these days, offer five of Morgan's compositions. This is really good music, groovy without being far-out, eminently listenable without being "music to eat your dinner by." Listen.

**SOUNDS FROM THE MARR-KET PLACE —Hank Marr—King KS 1025**

The "Sounds From The Marr-ket Place" are the soulful jazz sounds of organist Hank Marr. Marr penned all ten tunes on the set, and, among the melodies he renders in fine style are "The Marr-ket Place," "Soup Spoon," "Down In The Bottom," "Come And Get It," and "Get On Down." This LP could see heavy action in both jazz and R&B markets.

## Classical Picks




**OPERATIC HEROES AND VILLAINS—Norman Treigle/Vienna Volksopern Orchestra/Vienna Akademie Chorus/Jussi Jalas—Westminster WST 17145**

On this album, famed American bass-baritone Norman Treigle is showcased in brilliant characterizations of a number of operatic heroes and villains. The selections are taken from operas by Offenbach, Massenet, Charpentier, Rossini, Verdi, and Boito. Two of the highlights on an album filled with highlights are Treigle's Don Quixote (in Massenet's "Don Quichotte") and his Mephisto (in Boito's "Mefistofele"). Should be very well received by opera fans.

**SCHOENBERG: PIANO CONCERTO, OP. 42/PIANO PIECES, OP. 23/FANTASY FOR VIOLIN AND PIANO, OP. 47-Peter Serkin/-Ozawa/Chicago Symphony/Arnold Steinhardt—RCA LSC 3050**

Young pianist Peter Serkin (son of the famed pianist Rudolph Serkin) here offers excellent interpretations of three works by Arnold Schoenberg (1874-1951). Serkin proves himself a fine soloist under three different sets of conditions: playing with an orchestra—the Chicago Symphony, directed by Sejii Ozawa—on the Piano Concerto; playing alone—on the Five Piano Pieces; and playing a duet—with violinist Arnold Steinhardt—on the Violin Fantasy.

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# CashBox TOP 100 Albums

JANUARY 4, 1969

| | | | |
|---|---|---|---|
| 1 | **THE BEATLES** (Apple SW8O 101) | 1 | |
| 2 | **WICHITA LINEMAN** Glen Campbell (Copitol ST 103) | 2 | |
| 3 | **FOOL ON THE HILL** Sergio Mendes & 8rosil '66 (A&M SPX 4160) | 4 | |
| 4 | **BEGGARS BANQUET** Rolling Stones (London PS 539) | 5 | |
| 5 | **CHEAP THRILLS** 8ig Brother & Holding Company (Columbio KCS 9700) | 3 | |
| ● | **DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS** (Motown MS 679) | 11 | |
| 7 | **ELECTRIC LADYLAND** The Jimi Hendrix Experence (Reprise 2 RS 6307) | 6 | |
| 8 | **THE SECOND** Steppenwolf (Dunhill DS 50037) | 7 | |
| 9 | **WILDFLOWERS** Judy Collins (Elektro EKS 74012) | 10 | |
| 10 | **WHEELS OF FIRE** Creom (Atco SD 2-700) | 9 | |
| 11 | **SOULED JOSE FELICIANO** (RCA Victor LSP 4045) | 13 | |
| ● | **LOVE CHILD** Diana Ross & Supremes (Motown 670) | 22 | |
| 13 | **IN-A-GADDA-DA-VIDA** Iran 8utterfly (Atco 250) | 14 | |
| 14 | **GENTLE ON MY MIND** Glen Campbell (Copitol ST 2809) | 8 | |
| 15 | **FELICIANO** Jose Feliciana (RCA Victor LPMLSP 3957) | 12 | |
| 16 | **FUNNY GIRL** Originol Soundtrock (Columbio BOS 3220) | 15 | |
| 17 | **ARETHA IN PARIS** Aretho Fronklin (Atlantic SD 8207) | 16 | |
| 18 | **TRAFFIC** (United Artists UAS 6676) | 20 | |
| ● | **THE ASSOCIATION'S GREATEST HITS** (Worner 8ros./7 Arts WS 1767) | 33 | |
| 20 | **THE RASCAL'S GREATEST HITS TIME PEACE** (Atlantic SD 8190) | 17 | |
| 21 | **LIVING THE BLUES** Conned Heot (Liberty LST 27200) | 18 | |
| 22 | **INCREDIBLE** Gory Puckett & Union Gop (Columbio CS 9715) | 21 | |
| 23 | **ARE YOU EXPERIENCED** Jimi Hendrix Experience (Reprise R/RS 6261) | 25 | |
| 24 | **BOOKENDS** Simon & Garfunkel (Columbio KC 9529) | 19 | |
| ● | **TCB** Diana Ross & The Supremes & The Temptations (Matown MS 682) | 61 | |
| 26 | **THE TIME HAS COME** Chambers 8ros. (Columbio CL 2722/CS 9522) | 27 | |
| 27 | **CROWN OF CREATION** Jefferson Airplone (RCA Victor LSP 4058) | 26 | |
| ● | **CHRISTMAS ALBUM** Herb Alpert & Tijuona 8ross (A&M SP 4166) | 38 | |
| 29 | **200 M.P.H.** Bill Cosby (Warner 8ros./7 Arts 1757) | 23 | |
| 30 | **BOBBIE GENTRY & GLEN CAMPBELL** (Copitol ST 2928) | 24 | |
| 31 | **LATE AGAIN** Peter, Poul & Mary (Warner Bros./7 Arts WS 1751) | 30 | |
| 32 | **THE YARD WENT ON FOREVER** Richard Harris (Dunhill DS 50042) | 28 | |
| 33 | **SHINE ON BRIGHTLY** Procol Horum (A&M SP 4151) | 29 | |
| 34 | **HAIR** Originol Cast (RCA Victor LSO 150) | 36 | |
| 35 | **A MAN WITHOUT LOVE** Engelbert Humperdinck (Parrot PAS 71022) | 34 | |
| ● | **CYCLES** Frank Sinotro (Reprise FS 1027) | 48 | |
| 37 | **THE GRADUATE** Originol Soundtrock (Columbio OS 3180) | 35 | |
| 38 | **GOLDEN GRASS** Grossroots (Dunhill DS 50047) | 41 | |
| 39 | **THE HURDY GURDY MAN** Danovon (Epic BN 26420) | 31 | |
| ● | **ELVIS-TV SPECIAL** Elvis Presley (RCA LPM 4088) | 57 | |
| 41 | **A NEW TIME—A NEW DAY** Chombers Bros. (Columbio CS 9671) | 37 | |
| 42 | **ROAD SONG** Wes Montgamery (A&M SP 3012) | 42 | |
| ● | **PROMISES, PROMISES** Dianne Worwick (Scepter SPS 571) | 54 | |
| 44 | **ARCHIES** (Colendor KES 10) | 43 | |
| 45 | **IN THE GROOVE** Morvin Goye (Tomlo TS 285) | 50 | |
| 46 | **HARPER VALLEY P.T.A.** Jeonnie C. Riley (Plantotion PLP 1) | 32 | |
| 47 | **RARE PRECIOUS & BEAUTIFUL** Bee Gees (Atco 264) | 51 | |
| 48 | **WAITING FOR THE SUN** Doors (Elektro EKS 74024) | 39 | |
| 49 | **SUPER SESSION** Mike Bloomfield, Al Kooper, Steve Stills (Columbio CS 9701) | 44 | |
| 50 | **STEPPENWOLF** (Dunhill DS 50029) | 40 | |
| ● | **WHO KNOWS WHERE THE TIME GOES** Judy Collins (Elektro EKS 74033) | 63 | |
| 52 | **WILD IN THE STREETS** Original Soundtrack (Tower 5099) | 47 | |
| 53 | **DISRAELI GEARS** Creom (Atco 232/SD 232) | 55 | |
| 54 | **MAGIC BUS** Who (Decca 75064) | 45 | |
| ● | **ENDIZIONE D'ORO** 4 Seasons (Philips PHS 2-6501) | 65 | |
| ● | **HEAD** Monkees—Original Soundtrock (Calgems COSO 5008) | 68 | |
| 57 | **BY THE TIME I GET TO PHOENIX** Glen Campbell (Capitol T/ST 2851) | 46 | |
| 58 | **SAILOR** Steve Miller Bond (Copitol ST 2984) | 49 | |
| ● | **BOX TOPS SUPER HITS** (8ell 6025) | 70 | |
| 60 | **ARETHA NOW** Aretho Fronklin (Atlontic SD 8186) | 53 | |
| 61 | **VANILLA FUDGE** (Atco 224) | 60 | |
| ● | **PETULA CLARK'S GREATEST HITS, VOL. 1** (Worner Bras./7 Arts WS 1765) | 78 | |
| 63 | **SPECIAL OCCASION** Smokey Robinson & Mirocles (Tomla 290)) | 56 | |
| 64 | **THE TURTLES PRESENT THE BATTLE OF THE BANDS** (White Whole WWS 7118) | 52 | |
| 65 | **HICKORY HOLLER REVISITED** O. C. Smith (Columbio CS 9680) | 58 | |
| 66 | **ARLO** Arlo Guthrie (Reprise RS 6299) | 59 | |
| 67 | **BOOGIE WITH CANNED HEAT** (Liberty LST 7541) | 62 | |
| 68 | **OTIS REDDING IN PERSON AT THE WHISKY A GO-GO** (Atco 265) | 67 | |
| 69 | **CRUISING WITH RUBEN & THE JETS** Mothers of Invention (Verve V6 5055-X) | 74 | |
| ● | **I LOVE HOW YOU LOVE ME** 8abby Vinton (Epic GN 26437) | 82 | |
| 71 | **THE SOFT MACHINE** (Probe CPLP 4500) | 75 | |
| 72 | **DION** (Laurie SLP 2047) | 79 | |
| ● | **ONLY FOR LOVERS** Roger Williams (Kopp KS 3565) | 83 | |
| 74 | **THOSE WERE THE DAYS** Jahnny Mathis (Columbio CS 9705) | 76 | |
| 75 | **TURN AROUND LOOK AT ME** Vogues (Reprise RS 6317) | 69 | |
| ● | **THE TEMPTATIONS LIVE AT THE COPA** (Gordy GS 938) | — | |
| 77 | **FINIAN'S RAINBOW** Soundtrock (Worner 8ros./Seven Arts BS 2550) | 66 | |
| 78 | **HOLD ME TIGHT** Johnny Nash (Jod JS 1207) | 81 | |
| ● | **WONDERWALL MUSIC** George Harrison (Apple ST 3350) | — | |
| 80 | **OLIVER** Originol Soundtrock (Colgems COSD 5501) | 84 | |
| 81 | **2001 A SPACE ODYSSEY** Originol Soundtrock (MGM S TE-13) | 72 | |
| ● | **GENTLE ON MY MIND** Deon Mortin (Reprise RS 6330) | 92 | |
| 83 | **ELECTRIC MUD** Muddy Woters (Codet Concept LSP 314) | 71 | |
| 84 | **THE BEAT OF THE BRASS** Herb Alpert & Tijuono 8ross (A&M-SP 4146) | 77 | |
| 85 | **A HAPPENING IN CENTRAL PARK** 8orbro Streisond (Columbio CS 9710) | 64 | |
| 86 | **GET IT ON** Pacific Gos & Electric (Power P 701) | 89 | |
| ● | **SOULFUL STRUT** Young Holt Unlimited (Brunswick 8L 754144) | — | |
| 88 | **DR. ZHIVAGO** Originol Soundtrock (MGM E/ES 65T) | 90 | |
| ● | **BOOK OF TALIESYN** Deep Purple (Tetragrammoton T 107) | — | |
| 90 | **I'VE GOTTA BE ME** Sommy Davis Jr. (Reprise RS 6324) | 93 | |
| 91 | **LITTLE ARROWS** Leapy Lee (Decco DL 75076 | 95 | |
| 92 | **WEST SIDE STORY** Originol Soundtrock (Columbia OL 5670/OS 2070) | 94 | |
| 93 | **CHITTY CHITTY BANG BANG** Originol Soundtrack (United Artists UAS 5188) | 97 | |
| 94 | **LOVE IS** Eric 8urdon & The Animals (MGM SE 4591-2) | — | |
| 95 | **MAMAS & PAPAS/SOUL TRAIN** Classics IV (Imperiol LP 12407) | 98 | |
| 96 | **CRAZY WORLD OF ARTHUR BROWN** (Track SD 8198) | 80 | |
| 97 | **PUT YOUR HEAD ON MY SHOULDER** Lettermen (Capitol ST 147) | 101 | |
| 98 | **THE DOORS** (Elektra EK 4007 EKS 7407) | 87 | |
| 99 | **YOU COULD BE BORN AGAIN** Free Design (Project 3 PR 5031) | — | |
| 100 | **YOU'RE ALL I NEED** Morvin Gaye & Tammi Terrell (Tamlo TS 284) | 85 | |

| | | | |
|---|---|---|---|
| 101 | **THIS IS MY COUNTRY** Impressions (Curtom CRS 8001) | 112 | **GIRL WATCHER** O'Koysians (A8C A8CS 664) |
| 102 | **THREE DOG NIGHT** (Dunhill DS 50048) | 113 | **LOOK AROUND** Sergio Mendes & 8rasil '66 (A&M-SP 4137) |
| 103 | **ED AMES SINGS THE HITS OF BROADWAY AND HOLLYWOOD** (RCA Victor LSP 4079) | 114 | **DIANA ROSS & SUPREMES GREATEST HITS** (Matown M/MS 2-663) |
| 104 | **THE MASON WILLIAMS EAR SHOW** (Worner 8ros./7 Arts WS 1766) | 115 | **LADY SOUL** Aretha Fronklin (Atlontic 8176) |
| 105 | **IN MY LIFE** Judy Collins (Elektra EKS 74027) | 116 | **CHER'S GOLDEN GREATS** (Imperiol LSP 12406) |
| 106 | **SHADES OF DEEP PURPLE** (Tetrogrammotan T 102) | 117 | **SUPER HITS VOL. 3** Vorious Artists (Atlontic SD 8203) |
| 107 | **THOSE WERE THE DAYS** Exotic Guitars (Ranwood R 8040) | 118 | **MEMORIES** Montovoni (London LS 542) |
| 108 | **IN SEARCH OF THE LOST CHORD** Moody Blues (Derom DES 18017) | 119 | **ONE OF THOSE SONGS MRS. ROBINSON** King Richard & The Flugel Knights (MTA MTS 5011) |
| 109 | **IDEA** 8ee Gees (Atco SD 253) | 120 | **THE BEST OF THE IMPRESSIONS** (A8C ABCS 654) |
| 110 | **JOHNNY CASH AT FOLSOM PRISON** (Columbia CS 9639) | 121 | **TRUTH** Jeff Beck (Epic BN 26413) |
| 111 | **STAR** Originol Soundtrack (20th Century Fox DTSC 5102) | 122 | **COLOR BLIND** The Glitterhouse (Dynovoice DY 31905) |
| 123 | **VELVET GLOVES AND SPIT** Neil Diomond (UNI 7030) | 132 | **PARSLEY, SAGE, ROSEMARY & THYME** Simon & Gorfunkel (Columbio CL 2563/CS 9363) |
| 124 | **LIVE AT THE APOLLO VOL. 2** Jomes 8rown (King 1022) | 133 | **HONEY** Bobby Goldsboro (United Artists UAS 6642) |
| 125 | **W. C. FIELDS** Originol Voice Trocks (Decco DL 79164) | 134 | **IN LOVE WITH YOU** Al Hirt (RCA Victor LSP 4020) |
| 126 | **SHAPE OF THINGS TO COME** Max Frost & Troopers (Tower ST 5147) | 135 | **HONEY** Andy Willioms (Columbio CS 9662) |
| 127 | **BEWARE OF GREEKS BEARING GIFTS** Suson Anspach & Jae Silver (Musicor MXS 3173) | 136 | **HEY, LITTLE ONE** Glen Compbell (Copital ST 2848) |
| 128 | **8ARE WIRES** John Moyoll & Blues Brokers (Londan PS 537) | 137 | **AXIS: 8OLD AS LOVE** Jimi Hendrix Experience (Reprise RS 6281) |
| 129 | **REALIZATION** Johnny Rivers (Imperial LP 12372) | 138 | **MOZART CONCERTO 21** Elviro Madigan Theme (DGG 13783) |
| 130 | **KASANDRA** Jahn W. Anderson (Capital ST 2957) | 139 | **SOUND OF MUSIC** (RCA Victor LOCD/LOSD 2005) |
| 131 | **THE LOOK OF LOVE** Midnight String Quortet (Viva V36015) | 140 | **TEMPTATIONS GREATEST HITS** (Gordy GM/GS 919) |

# Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

## ESP-DISK

| | |
|---|---|
| Pearls Before Swine | STERO 1054 |
| N.Y. Electric String Ensemble | STERO 1063 |
| Godz II | COMPATIBLE STERO 1047 |
| Contact High With The Codz | STERO 1037 |
| Bruce MacKay | COMPATIBLE STERO 1069 |
| Holy Modal Rounders | COMPATIBLE STERO 1068 |
| Russian Orthodox Liturgy | STERO 1065 |
| Jerry Moore | COMPATIBLE STERO 1061 |
| Fugs First Album | STERO 1018 |
| Fugs Second Album | STERO 1028 |
| Sun Ra Vol. I | STERO 1014 |
| Sun Ra Vol. II | STERO 1017 |
| Albert Ayler | (STERO 1010) STERO 1010 |
| Albert Ayler | MONO 1002 |
| Albert Ayler | STERO 1016 |
| Albert Ayler | STERO 1020 |
| Charles Tyler | STERO 1059 |
| Fugs Third Album | ESP 1038 |
| Godz Third Testament | ESP Stereo 1077 |
| Burton Greene | ESP Stereo 1024 |

## EVEREST

| | | NO MONO |
|---|---|---|
| Copland | 3rd Symphony—Copland/London Symphony | 3018 |
| BRAHMS | Symphony #3—Stokowski/Houston Symphony Orchestra | 3030 |
| Grand Canyon Suite | Grofe/Rochester Philharmonic | 3044 |
| Respighi | Pines of Rome—Fountains of Rome—Sargent/London Symphony Orchestra | 3051 |
| Beethoven | 9 Symphonies—Josef Krips—London Symphony Orch. | 3162/7 |
| Gershwin | Rhapsody, American In Paris—Sanroma—Steinberg, Pittsburgh | 3067 |
| Max Goberman | John Gay's The Beggar's Opera | 3127/2 |
| Glaudio Arrau<br>Wilhelm Backhaus<br>W. Kempff<br>Alexander Brailowsky<br>Robert Casadesus<br>Bryon Janis | International Piano Festival | 3128/2 |
| Gregg Smith Singers | An American Triptych | 3129 |
| Mario Escudero | Classic Flamenco Guitar | 3131 |
| John Cage-David Tudor | Variation IV | 3132 |
| Gustav Holst | A Choral Fantasia/Psalm 86 | 3136 |
| Nicanor Zabalenta | 5 Centuries of the Harp (Special 5 record set) | 3144/5 |
| New York Pro Musica | An Anthology—Noah Greenburg conducting | 3145/7 |
| Alirio Diaz | 400 Years of Classical Guitar | 3155 |
| Jean Pierre Rampal | The Romantic Flute | 3165 |
| Maria Callas | The Artistry of Maria Callas | 3169 |
| Pierre Boulez | Eloy/Pousseur/Schoenberg—Pierre Boulez conducting the Domaine Musical Ensemble | 3170 |
| Pierre Boulez | Schoenberg: Pierrot Lunaire—Pierre Boulez conducting the Domaine Musical Ensemble | 3171 |
| Pierre Boulez | Schoenberg: Serenade-Pierre Boulez Conducting the Domaine Musical Ensemble | |
| Ferrucio Tagliavini | The Artistry of Ferrucio Tagliavini | 3177 |
| Shostakovitch | Shostakovitch Symphony #13—Babi Yar (Banned in Russia) | 3181 |
| Pierre Boulez | Tribute to Stravinsky | 3184 |
| Mahler | Symphony #8 "Symphony of a Thousand" Vienna Festival Orch.—conducted by Dmitri Mitropoulos | 3189/2 |
| Mario Del Monaco | Mario Del Monaco sings highlights from Leon Cavallo's "I Pagliacci" | 3190 |
| Jean-Pierre Rampal | The Art of the Flute | 3194/7 |
| John Williams | The Virtuoso Guitar | 3195 |
| Pablo Casals | Pablo Casals at Montserrat | 3196 |
| Manitas de la Plata | The Art of the Guitar | 3201 |
| Renata Rebaldi | The Artistry of Renata Tebaldi | 3205 |
| | Classical Japanese Koto Music | 3206 |
| Franco Corelli | The Artistry of Franco Corelli | 3207 |
| | Classical Ragas of India | 3217 |

## EXCELLO

| | | |
|---|---|---|
| Rev. Martin Luther King, Jr. | Remaining Awake Through A Great Revolution | 8009 |
| Slim Harpo | Tip On In | 8008 |
| The Kelly Bros. | Sweet Soul | 8007 |
| Lazy Lester | True Blues | 8006 |
| Slim Harpo | Baby Scratch My Back | 8005 |
| Lightnin' Slim | Bell Ringer | 8004 |
| Slim Harpo | Rainin' In My Heart | 8003 |
| Lightnin' Slim | Rooster Blues | 8000 |

## FIESTA

| | | |
|---|---|---|
| Various Artists | Drei Weisse Birken | (German) FLP/FLPS 1521 |
| Marika Rokk | Fur Eine Nacht Voller Seligkeit | (German) FLP/FLPS 1513 |
| Peter Lauch und die Regenpfeifer | Lauter Lose Lieder | (German) FLP/FLPS 1510 |
| Peter Alexander | Mein Ganzes Leben Ist Musik | (German) FLP/FLPS 1504 |
| Various Artists | Erinnern Sie Sich? | (German) FLP/FLPS 1503 |
| Anton Karas mit Schrammebegleitung | Heurigenstimmung | (German) FLP/FLPS 1502 |
| Ernst Neger, Chor und Orchester | Die Grosse Stimmungsparade | (German) FLP/FLPS 1501 |
| Franzl Lang | Franzl Lang-Die Schonsten Jodler Der Welt | (German) FLP/FLPS 1500 |
| Various Artists | Goldene Zitherklange | (German) FLP/FLPS 1492 |
| Various Artists | Frohlicher Abend | (German) FLP/FLPS 1485 |
| Various Artists | Valtaro Musette | (Ital) FLP/FLPS 1515 |
| Toni Bruni Con Zuccheri E LaSua Orchestra | Napoli Canta | (Ital) FLP/FLPS 1516 |
| Luciano Virgili | Italia Canta | (Ital) FLP/FLPS 1494 |
| Chorus & Soloists of the National Ensemble Nowgorod | Play Balalaika Play | (Russian) FLP/FLPS 1518 |
| Louis Alter & His Balalaika Orchestra | Echoes of Old Russia | (Russian) FLP/FLPS 1387 |
| Istvan Balogh Es Ciganyzenekarn | Hungarian Folk Songs & Csardases | (Hun) FLP/FLPS 1397 |
| Carl Jularbo with Eberhardt Jularbo | Swedish Folk Dances | (Swed) FLP/FLPS 1499 |
| Various Artists | Lebanese Folk Music | (Leb) FLP/FLPS 1497 |
| Ruthie Morrissey | Irish Folk Songs | (Irish) FLP/FLPS 1496 |
| Boleslaw Novak | Polki, Oberki, Mazurki, Marsze | (Pol) FLP/FLPS 1398 |
| Frank Wier & Concert Orchestra | Twentieth Century Folk Mass | FLP/FLPS 25000 |

## FOLKWAYS

| | | | |
|---|---|---|---|
| Woody Guthrie | This Land Is Your Land | FT 1001 | FTS 31001 |
| Pete Seeger | Sings Woody Guthrie | FT 1002 | FTS 31002 |
| Big Bill Broonzy | Sings Country Blues | FT 1005 | FTS 31005 |
| Leadbelly | Sings Folksongs | FT 1006 | FTS 31006 |
| Tom Parrott | Neon Princess | FT 1009 | FTS 31009 |
| Leadbelly | Last Sessions Vol. 2 (2 Lp set) | FA 2942 | |
| American Brass Quintet | Music Of The Renaissance And Baroque | FM 3652 | FMS 33652 |
| John Cage | Indeterminacy | FT 3704 | |
| Various Artists | Sounds of New Music | FX 6160 | |
| Leadbelly | Negro Folk Songs For Young People | FC 7533 | |
| Ella Jenkins | This Is Rhythm | FC 7652 | |
| Langston Hughes | The Glory Of Negro History | FC 7752 | |
| Pete Seeger | How To Play The 5-String Banjo | FM 8303 | |
| Jerry Silverman | Beginning The Folk Guitar | FM 8353 | |
| Chambers Bros. | Orig. Chambers Bros: Groovin' Tme | | FTS31008 |
| Pete Seeger | Pete Seeger Sings Leadbelly | | FTS31022 |
| Paul Geremia | Just Enough | | FTS31023 |
| Sonny Terry/Brownie McGhee | Preachin' The Blues | | FTS31024 |
| Hillel & Aviva | Mountain So Fair | | FTS31305 |
| Pete Seeger | The Nativity | | FTS35001 |
| Tom Parrott | Many-Windowed Light | | FTS31025 |
| Pete Seeger | Where Have All The Flowers Gone | | FTS31026 |
| New Lost City Ramblers | Modern Times | | FTS31027 |
| Son House & J. D. Short | Delta Blues | | FTS31028 |
| Pete Seeger | Wimoweh & Other Songs of Freedom & Protest | | FTS31018 |
| Leadbelly | Take This Hammer | | FTS31019 |
| Dave Van Ronk | Black Mountain Blues | | FTS31020 |
| Doc Watson | The Doc Watson Family | | FTS31021 |
| Pete Seeger | Birds, Beasts, Bugs & Little Fishes | | FTS31504 |
| Pete Seeger | How To Play The 5-String Banjo | | FTS38303 |

## FONTANA

| | | |
|---|---|---|
| Nana Mouskouri | The Girl From Greece Sings | SRF67504 |
| Original Sound Track | Black Orpheus | /SRF67520 |
| Nana Mouskouri | The Voice Of Greece | /SRF67529 |
| Mr. Oscar Brown Jr. Goes To Washington | | )/SRF67540 |
| Gloria Lynne | Soul Serenade | /SRF67541 |
| The Pretty Things | The Pretty Things | /SRF67544 |
| Nana Mouskouri | Nana | /SRF67545 |
| Gloria Lynne | Love & A Woman | /SRF67546 |
| The Mindbenders | A Groovy Kind Of Love | /SRF67554 |
| Gloria Lynne | Where It's At | /SRF67555 |
| The Troggs | Wild Thing With A Girl Like You | /SRF67556 |
| New Vaudeville Band | Winchester Cathedral | /SRF67560 |
| Gloria Lynne | Gloria | /SRF67561 |
| Nana Mouskouri | Songs Of My Land | /SRF67563 |
| The Reg Guest Syndicate | Underworld | /SRF67565 |
| Dave Dee, Dozy, Beaky, Mick & Tich Greatest Hits | | /SRF67567 |
| The New Vaudeville Band On Tour | | /SRF67568 |
| Original Soundtrack | To Sir, With Love | /SRF67569 |
| Various Artists | England's Greatest Hits | /SRF67570 |
| Gloria Lynne | The Other Side Of Gloria | /SRF67571 |
| Various Artists | Jerusalem Of Gold (Songs of 6 Days War) | /SRF67572 |
| Gloria Lynne | Here There & Everywhere | SRF67577 |
| The Troggs | Love Is All Around | SRF67576 |
| Ray Davies | Funky Trumpet On Bway | SRF67574 |
| Johnny Dankworth & His Orch. | The $1,000,000 Collection | SRF67575 |
| O'Haras Playboys | Get Ready | SRF 67581 |
| The Baroque Brass | Baroque Brass | SRF 67582 |
| Johnnie Gray | Full House Saxes | SRF 67583 |
| Cascading Strings | Cascading Strings | SRF 67584 |
| Tommy Kinsmen | Big Band Kick | SRF 67585 |
| Daughters Of Albion | Daughters Of Albion | SRF 67586 |
| The Troggs | Love Is All Around | SRF 67577 |
| Gloria Lynne | Here There And Everywhere | SRF 67577 |
| Little Boy Blues | In The Woodlands Of Weir | SRF 67578 |
| The Herd | Lookin' Thru You | SRF 67579 |

ARS NOVA IN PACTING PARLEY: Ars Nova, a new rock group, having signed an exclusive recording contract with Atco Records, sits down to confer with Jerry Greenberg (l.), Atlantic's executive assistant to Jerry Wexler, and Jerry Schoenbaum (2nd from right), the label's director of talent development, who will record the group for Atco. Life Magazine gave Ars Nova a seven-page spread in its June 1968 "World Of Rock" issue. The act's first Atco album is scheduled for release in the spring of 1969.

## Jerry Williams To Atl.

NEW YORK—Jerry Williams, Jr., most recently a vice president and A&R director with Botanic Records, has joined Atlantic Records in the dual role of artist and producer.

Before his tenure with Botanic, Williams was a producer, writer and artist with Musicor Records, where he wrote and arranged "Count The Days," the recent Inez and Charlie Foxx hit and co-produced Gene Pitney's "She's A Heartbreaker" with Foxx. While with Botanic, Williams produced the Gary "U.S." Bonds record, "I'm Glad You're Back" and others.

## *Unifics' 2nd Charter*

NEW YORK—The Unifics are proving a strong Top 40 bid for the Kapp label. Group has just registered second-time-around chart action for the label, moving into the number 90 spot on the Top 100 this week with "The Beginning of My End." Deck follows the group's big debut on the charts, "Court of Love."

According to Syd Goldberg, vp and general manager of Kapp, sales of "Beginning" are over the 200,000 mark, with a pattern of both Top 40 and R&B airplay.

On the personal appearance scene, the Unifics are currently playing their second date at New York's Apollo during this Holiday Season.

# *RCA Sets January LP Release*

NEW YORK—RCA Records will release 13 pop and C&W albums for January, including two sets on Chart. In addition, the label's Red Seal division will release six new sets by Eugene Ormandy and the Philadelphia Orchestra, with each set packed with a free Limited Edition Red Seal album.

The pop release will include "What It Was, Was Love," Steve Lawrence & Eydie Gorme; "L.A. Break Down," Jack Jones; "Al Hirt Now"; "Fresh Fruit From The Strawberry Street Singers"; "Songs Of The Now Generation," Kate Smith; "Norma Zimmer Sings Her Most Requested Songs from The Lawrence Welk Show"; "Guitar Sounds From Lenny Breau"; "Charlie Pride—In Person"; "Feminine Fancy," Dottie West; "Jim Reeves and Some Friends"; "Softly," Hank Locklin; "The Best Of Lynn Anderson"; and "One More Time," Hargus Robbins; with the last two sets on Chart.

Artur Rubinstein and Van Cliburn are featured soloists on two of the Red Seal sets, with Ormandy and the Philadelphia Orchestra taking the full spotlight on the other four.

The label is also releasing six Camden albums, and six sets on its Victrola logo. The Camden albums are "The Beat Goes On," Living Percussion; "Just A Closer Walk With Thee," the Blackwood Brothers; "Harper Valley PTA' and other Country Hits," Wendy Dawn; "the Jimmie Rodgers Blues," Elton Britt; "Relaxin' With Chet," Chet Atkins; and "The Unicorn and Other Favorites from Growing Boys And Girls," for children.

## Stones Spectacular

LONDON—The Rolling Stones have gone into rehearsals for their self-produced, hour-long TV spectacular, which will mix pop with circus acts and classical music. The show, "The Rolling Stones' Rock and Roll Circus," is being filmed in color for world-wide distribution, with the first showing set for England, early this year.

Marianne Faithful will make her first public singing appearance since she turned to acting two years ago.

The group recently launched their "Beggar's Banquet" LP with a 16th-century style banquet in London, with Lord Harlech, former British ambassador in Washington, and currently president of the Board of British Film Censors, as guest of honor.

## Sill To Dunhill Pubs

HOLLYWOOD—Joel Sill, formerly a producer with A&M Records, has joined the Dunhill Records operation as director of publishing. Post also encompasses Jim Webb's Canopy publishing company, which is exclusively allied to Dunhill.

## New Atlantic Paper

NEW YORK—"Under The Logo," a monthly newsletter aimed at underground and college radio stations, newspapers and magazines, has been launched by Atlantic Records. The paper gives background information on artists, recording sessions, new acts, etc.

## *Prestige January LP's*

NEW YORK—Prestige Records will release 7 LP's for January, including two sets in its Historical Series. Leading the release is "The Great Oscar Peterson On Prestige," the jazz pianist's first new side in two years. Other LP's are "Sky Shadows," Eric Kloss; "Brother Jack McFuff Plays For Beautiful People"; "The King," Illinois Jacquet; "Professor Soul," Charles Kynard; and the two Historical sets, "George Wallington Trios" and "Don Byas In Paris."

## *Mann & Weil Signed For New Soundtrack*

NEW YORK—The husband-wife composing team of Barry Mann & Cynthia Weil have been signed to write the songs for "Angel, Angel, Down We Go" by executive producer Sam Katzman. The pair's most recent film venture was "Wild in the Streets" which produced "The Shape of Things to Come" that reached top twenty for Max Frost & the Troopers.


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GREETINGS AND FELICITATIONS ANOTHER PEAK PUBLISHING YEAR WITH LALEÑA, SOUL COAXING, SEASON OF THE WITCH, THE BALLAD OF BONNIE AND CLYDE, JENIFER JUNIPER, SLEEPY JOE, FOGGY MOUNTAIN BREAKDOWN, ROSANNA'S GOING WILD, HURDY GURDY MAN, GEORGIA ON MY MIND, I'M A LOVE MAKER, NO, CONTIGO APRENDI, VEN A VIVIR CONMIGO, MUSITA, SUNSHINE GIRL, LITTLE BLACK ANGELS (Angelitos Negros), ADORO, RONDANDO TU ESQUINA, BEST WISHES AND CONTINUED SUCCESS IN THE NEW YEAR

MONIQUE I. PEER, PRESIDENT
PEER-SOUTHERN ORGANIZATION

PEER SOUTHERN ORGANIZATION LINKS THE WORLD

# CashBox Record Ramblings

## NEW YORK

VIEW FROM BROADWAY—The Cafe Au Go Go will kick off the New Year with a lineup of singer/songwriters in concert. Headlining will be **Tim Hardin**, winding up a successful 10 day stint at the club. . . . **Charley Musselwhite** opens at the Scene on Dec. 30 for a week . . . New Years Eve at the Electric Circus will feature **Deep Purple** and **Sirocco**. Latter group continues through Jan. 5th . . . **Margaret Whiting** opens at the Rainbow Grill on Jan. 2 for three weeks . . . And the Waldorf will have **Guy Lombardo**.

To start the New Year off right, we present **Diane Gardiner**, our East Coast Girl of the Week. At 21, Diane is a top-notch 'P.R. chick' with the New York office of Rogers, Cowan & Brenner, specializing in the firm's rock contingent, which includes Tim Hardin, the Doors, Jefferson Airplane & the Rolling Stones. Diane, who started in the business on the West Coast several years ago, credits our Hollywood Rambler, Harvey Geller, with setting her on the right track.

Cashman, Pistilli & West have switched to Capitol, and our sources tell us that producer Nick Venet has cut a smash with the talented singer/-writers.

**Contributions from Tower Records, Scepter Records, Dot Records, Koppleman & Rubin and Screen-Gems Columbia brought our 1968 Toys For Tots drive to a fantastically successful close. This year's take, $1741, sort of surpasses last year's total of $300, and Mike and Tony would like to thank each and every donor.**

**Flip Wilson** on the Tonight Show Jan. 3. Flip recently was chosen Comedian of the Year by the Humor Societies of America . . . **Nico** guested on the Merv Griffin TV'er last Fri. (27), performing tunes from her new Elektra set, "The Marble Index" . . . **Celebation, UA,'s** new rock quartet, spent Xmas week doing promo shows for WPRO in Newport and Providence, R.I. . . . **Carol Lawrence's** first TV special set for January airing on CBS . . . Ten more schools have joined Fred Weintraub's Campus Coffee House Circuit, fast becoming an important training and proving ground for new (and sometimes old) acts. 140 schools now belong . . . **Gary Puckett and the Union Gap** intro their new single on Ed Sullivan's Jan. 19 TV'er.

CBS-TV has skedded a rerun of its Camera Three special on the blues, which starred Vanguard's **Buddy Guy**, for a January prime-time airing. Show originally ran on a Sunday in Oct.

Paramount has snared **Mary Hopkin** to sing the title tune for "Run, Rebel, Run," a forthcoming flick starring Tommy Steele and Stanley Baker. Apple will release the deck as a single just prior to the premiere of the movie.

DIANE MAN JHO ARCHER

Allen Stanton, director of A&R for A&M, has taken over production reins for the **Sandpipers**. New album out in January . . . **Jefferson Airplane's** first 'live' LP (recorded at the Fillmore East & West) runs a full 53 minutes and will be released by RCA on Feb. 1.

AGAC, the songwriter's guild, has set up a TV and Radio Interview department for its active members . . . **Jack Ashford**, former Motown tunesmith, has set up his own firm, Ashford Enterprises, along with **Lorraine Chandler**, one-time RCA lark. Already signed are the Four Sonics and the Metros, two former chart-riding groups, along with a host of newcomers. Watch for big things.

**Jho Archer**, a singer who's already starred in his own color special on French TV, makes his American debut at Philharmonic Hall on Fri., Jan. 10th. Ron Delsener is presenting the date. Epic will release an Archer LP in the near future.

**James Brown** has donated 3,000 $5 food certificates to needy New York families as a Xmas gift. The families were picked in each borough by several local community councils and poverty organizations.

**Janis Joplin** breaking in her new group at various out-of-the-way places. Final personnel is not set yet . . . **Noel Redding** planning his first album as leader. Stevie Winwood, Chris Wood (both of Traffic), Robert Wyatt (of the Soft Machine) and Trevor Sutton (of the Move) have been invited to appear with him on the set . . . **Man**, Columbia's new group, off to Nashville in Jan. to cut their first LP. Bob Johnston will produce. Group received nothing but raves at their Scene debut.

Charlie Morrison from Dot still working to put **Brian Hyland's** "Tradgedy" into the Top 10. **Andy Kim's** "Rainhow Ride" (on Steed) is also running strong.

## HOLLYWOOD
### Deep In December— It's Nice To Remember

Listening to the new **Limelighters** LP is like having a vodka gimlet in a dark room with an old flame. The lime is still there. But the light has gone out.

The album is titled "Time to Gather Seeds" and is particularly noteworthy because after 5 sounds of silence years it reunites Sonoma County rancher **Lou Gottlieb**, composer-producer **Alex Hassilev** and pop solo singer **Glenn Yarbrough**—a bass, a banjo and a tenor who can sing. **Herb Caen**, San Francisco Chronicle chronicler, who should know better, once labeled them "a great group that manages to make folk songs sound like real music." Possibly the key to the almost empty room. Why is it, we wonder, that most folk singers balk at the reference—"folk singers?"

It's just six months short of a decade since we first heard the Limelighters doing their thing to "Times Are Getting Hard," "Malaguena Salerosa" and "Charlie, the Midnight Marauder." Along with the **Weavers**, the **Easy Riders** and the **Kingstons**, they were the early folk heros of the late fifties. Where have all the banjos gone—gone to pawn shops every one.

There was that giant folk orchestra of early 60's—the **New Christy Minstrels**. Today they record scores from family features like "Chitty Chitty Bang Bang" and tunes made famous by the **Supremes**. The **Kingstons**, the **Chad Mitchell Trio** the **Gateway Singers** and the **Weavers** weave no more. Where are the great lonesome travellers—the **Fairmont Singers, Bud and Travis**, the **Phoenix Singers**, the **Modern Folk Quartet**, the **Lincolns**, the **Dauphin Trio**, the **Journeymen**, the **Highwaymen, Art and Paul**, the **Tikis, Joe and Eddie**, the **Tarriers**, the **Ivy League Trio** and hali a hundred more. **Peter, Paul and Marv** and the **Clancys** may be all that's left of that era of impressive integrity. Replaced, for the most part, by air waves of blasting Fenders and concert cacophony. Which is primarily what's wrong with "Seeds."

"Time changes," the liner notes read, "and so do we." They have something to say, they say. But it's said to a profusion of brass, a bumper crop of Fenders, an amplitude of amplifiers, a magnitude of Mosrites and an overabundance of afterbeats. Six arrangers, no less, labored on this pretentious, super circus. Maybe there *is* a banjo in the band. But who could tell?

Thankfully, there are a few quiet moments and they shine through. In the soft nostalgia of "Do You Remember" ("the candles burn and we're no longer young . . . a no-exit sign on the door we came through") and in a satirical piece titled "The General" which, in general, describes a field commander who finds himself unemployed when the world re-discovers peace.

LIMELIGHTERS J. P. RAGS JEANNE

Lou, incidentally, sports a voluminous beard these days. Which he undoubtedly garu for the Garu role in "Alice B. Toklas." Alex now has long sideburns that curl towards his mouth. And Glenn wears a blond hairpiece. So perhaps they'll forgive us if we failed to recognize them as those once monumental folk satirists of the late 50's.

* * *

Gil Bogos, LHI's v.p., insists that **Ed Biscoe**, national promo director of White Whale has the only 1969 Mercedes Benz 280 SE convertible in town —with training wheels. . . . Inspired by the current flu fad, the Heller Corp. of Hollywood has introduced a new vocal group—the **Coughers**. "One of the real sick acts in show business, "says **Heller**. The Revco Discount Drug Centers of Cleveland promptly put the Coughers to work on radio spots, produced by the Heller Corp. for use throughout the midwest. Composer **Harry Tobias** infos that he and his freres has three titles in the top twenty in G.B.—"If I Knew Then" has already topped 100,000 in sheet sales in England . . . Heavy air play of two cuts on World Pacific's "Scruffity" LP has resulted in release by the label in the spinoff single "Wonderful World of Children" b/w "Something to Think About." **J. P. Rags** is the psuedonym of KRLA's news director.

**Doug Cox** who both sang and composed all the selections in the album. The LP, incidentally, has been garnering tons of "free form" spins—one of the most aired disks on the west coast.

**Don Rickles** cutting his second LP for Warners-7 Arts. Titled "Don Rickles Speaks," it's formatted as a press conference in which Rickles ad-libs his opinions about people and institutions in the news.

Columbia artist **Tim Hardin** booked into the Whisky Jan. 9-18th.

## CHICAGO

CHICAGO—Street, who just concluded their first Chicago engagement at the Rush Up, certainly made quite an impression on our town. Group has been together just short of a year and was recently signed by Verve/Forecast. During their stint here they managed to cover lots of p.a. ground, both in Chi and Milwaukee, resulting in the exposure and programming of their initial LP, tagged "Street." Next stop, according to manager **Rick Shorter**, is the Sugar Shack in Columbus for two weeks. Negotiations are currently underway to bring them back here for an engagement in Aaron Russo's Kinetic Playground . . . South Michigan Avenue, once known as record row, has lost one of its oldest tenants, Allstate Record Dist. The distrib just moved its entire operation into 50,000 sq. ft. of space at 3035 W. 47th St. Among Allstate's many prominent lines are Atlantic, Chess, Motown, Roulette, etc. . . . Distrib has also added a new promo rep to the staff, **Mike Leventon**, who'll concentrate exclusively on underground material. His current plug list includes Roulette LP "It's A Long Way Down" by **The Fallen Angeles**, with emphasis on the cut "I'll Drive You From My Mind"; "Got My Eyes On You" by **Smokey Smothers** (Gramma) and "The Apple Pie Motherhood Band" (Atlantic) . . . A special New Year's Eve show in Aaron Russo's Kinetic Playground will spotlight **The Byrds, Muddy Waters** and **Fleetwood Mac** . . . From **Lee Dale Associates** comes word that blues favorite **Little Milton** has just completed his third Checker album, as yet-untitled, for release shortly. Songster's new producer is **Cal Carter** who has worked with such disk stars as **Jerry Butler, The Dells, Betty Everett** and many more! . . . **Julius LaRosa** and **Adam Wade** and currently starring in Hallelujah Baby at the Studebaker here . . . The **Miles Davis Quintet** are in town for a limited engagement at the Plugged Nickel . . . Triangle Theatrical Productions' **Frank Fried** has booked **The Supremes** for a series of concerts in the Auditorium Theater March 13-16!

# Top 50 In R&B Locations

| | | | |
|---|---|---|---|
| 1 | I HEARD IT THRU THE GRAPEVINE<br>Marvin Gaye (Tamla 54176) | 1 | |
| 2 | SOULFUL STRUT<br>Young Holt Unlimited (Brunswick 55391) | 2 | |
| 3 | TOO WEAK TO FIGHT<br>Clarence Carter (Atlantic 2569) | 3 | |
| 4 | I'M GONNA MAKE YOU LOVE ME<br>Diana Ross & The Supremes The Temptations (Motown 1137) | 6 | |
| 5 | LOVE CHILD<br>Diana Ross & The Supremes (Motown 1135) | 4 | |
| 6 | EVERYDAY PEOPLE<br>Sly & The Family Stone (Epic 10407) | 9 | |
| 7 | THIS IS MY COUNTRY<br>The Impressians (Curtom 1934) | 8 | |
| 8 | FOR ONCE IN MY LIFE<br>Stevie Wander (Tamla 54174) | 5 | |
| 9 | READY OR NOT<br>Delfonics (Philly Groove 154) | 13 | |
| 10 | I FORGOT TO BE YOUR LOVER<br>William Bell (Stax 0015) | 11 | |
| 11 | CLOUD NINE<br>The Temptations (Gordy 7081) | 7 | |
| 12 | ARE YOU HAPPY<br>Jerry Butler (Mercury 72876) | 17 | |
| 13 | WHO'S MAKING LOVE<br>Johnnie Taylor (Stax 0009) | 10 | |
| 14 | DON'T BE AFRAID<br>Frankie Karl & The Dreams (D. C. 108) | 18 | |
| 15 | SEE SAW<br>Aretha Franklin (Atlantic 2574) | 12 | |
| 16 | GOODBYE MY LOVE<br>James Brown (King 6198) | 14 | |
| 17 | LOOKING BACK<br>Joe Simon (Sound Stage 7 2622) | 19 | |
| 18 | CAN I CHANGE MY MIND<br>Tyrone Davis (Dakar 602) | 27 | |
| 19 | PICKIN' WILD MOUNTAIN BERRIES<br>Peggy Scott & Jo Jo Benson (SSSI 748) | 15 | |
| 20 | MALINDA<br>Bobby Taylor & The Vancouvers (Gordy 7079) | 20 | |
| 21 | BRING IT ON HOME TO ME<br>Eddie Floyd (Stax 0012) | 16 | |
| 22 | PAPA'S GOT A BRAND NEW BAG<br>Otis Redding (Atco 6636) | 25 | |
| 23 | MY SONG<br>Aretha Franklin (Atlantic 2574) | 26 | |
| 24 | PEOPLE<br>Tymes (Columbia 44630) | 21 | |
| 25 | YOU GOT SOUL<br>Johnny Nash (Jad 209) | 28 | |
| 26 | HEY JUDE<br>Wilson Pickett (Atlantic 2591) | 31 | |
| 27 | THE BEGINNING OF MY END<br>Unifics (Kapp 957) | 32 | |
| 28 | NOT ON THE OUTSIDE<br>The Moments (Stang 5000) | 30 | |
| 29 | SOUL SISTER, BROWN SUGAR<br>Sam & Dave (Atlantic 2590) | 34 | |
| 30 | CALIFORNIA DREAMIN'<br>Bobby Womack (Minit 32055) | 33 | |
| 31 | SHOWDOWN<br>Archie Bell & Drells (Atlantic 2583) | 40 | |
| 32 | BUILD ME UP, BUTTERCUP<br>Foundations (UNI 55101) | 42 | |
| 33 | OPEN ONE EYE<br>Masked Men & Agents (Dynamo 125) | 43 | |
| 34 | IF IT WASN'T FOR BAD LUCK<br>Ray Charles & Jimmy Davis (ABC 11170) | 39 | |
| 35 | ROCKIN' IN THE SAME OLD BOAT<br>Bobby Bland (Duke 440) | 24 | |
| 36 | THE MEDITATION<br>TnT Band (Catique 136) | 37 | |
| 37 | BABY, BABY DON'T CRY<br>Smokey Robinson & Miracles (Tamla 54178) | — | |
| 38 | FREEDOM TRAIN<br>James Carr (Goldwax 338) | 36 | |
| 39 | YOU GOT THE POWER<br>Esquires (Wand 1193) | 45 | |
| 40 | HE CALLED ME BABY<br>Ella Washington (Saund Stage 7 2621) | 22 | |
| 41 | LOVE WON'T WEAR OFF<br>J. R. Bailey (Calla 158) | 41 | |
| 42 | DON'T MAKE THE GOOD GIRLS GO BAD<br>Della Humphrey (Artic 144) | 29 | |
| 43 | LOVE MACHINE<br>O'Kaysions (ABC 11153) | 38 | |
| 44 | DOES ANYBODY KNOW I'M HERE<br>Dells (Cadet 5631) | 47 | |
| 45 | TAKE CARE OF YOUR HOMEWORK<br>Johnny Taylor (Stax 0028) | — | |
| 46 | 30-60-90<br>Willie Mitchell (Hi 2154) | 49 | |
| 47 | UNTIE ME<br>James & Bobby Purify (Bell 751) | 48 | |
| 48 | I'VE GOT LOVE FOR MY BABY<br>Young Hearts (Minit 32049) | 35 | |
| 49 | TALKING ABOUT MY BABY<br>Gloria Walker (Flaming Arrow 35) | 23 | |
| 50 | STRANGEST FEELING<br>Ted Taylor (Rann 29) | 23 | |

# Talent On Stage

## CARLA THOMAS–EDDIE FLOYD

VILLAGE GATE, N.Y.—The Soul Show at the Village Gate last Monday night (23) spotlighted two highly professional practitioners of the art—Carla Thomas and Eddie Floyd—each of whom displayed a distinctively personal approach to the form.

Carla Thomas, wearing a form-fitting dress with sparkling sequins, offered her songs in a sly, sexy style. She delivered some pointers on how a woman could please her man in "Baby," and gave a vital, supercharged reading of "Where Do I Go," from "Hair," the artist's latest single. he songstress also rendered "Steal Away" and "I've Fallen In Love With You" in compelling fashion. "Gee Whiz," the lark's first recording, which she wrote, was performed most appealingly.

Eddie Floyd's brand of soul is a potent brew indeed. His dynamic, exciting stage presence delighted the crowd, which responded with enthusiastic hand-clapping. The artist opened his segment of the program with a driving rendition of "If I Had A Hammer," swung into an ebullient "I've Never Found A Girl (To Love Me Like You Do)," served up a powerful, full-throttle performance of his latest chart single, "Bring It On Home To Me," and closed the Soul Show with his biggest hit, "Knock On Wood," in which he was joined by Carla Thomas.

Carla Thomas and Eddie Floyd can be heard on Stax Records.

## GRATEFUL DEAD–COUNTRY JOE–SPIRIT

SHRINE, LOS ANGELES—It was like World War III last Saturday evening at the Shine, with three rock groups, The Grateful Dead, Country Joe and the Fish, and The Spirit. The Spirit, a jazz-inspired rock band, simulated the sounds of marching soldiers, gun battle, and an air-raid siren during their numbers.

Ed Cassidy (he used to be Cass Strangedrum with the Rising Sons) is hip beneath glowing baldness and an unbelievably good drummer. Heavy on the tin, his foot creates crashes and banging solid beats. Each musician plays around the talent of Cassidy, and he sits, like the Mr. Clean of Musicland.

The Grateful Dead, whose live performances used to be disappointing, were excellent. The double drummers create an unusual, interesting sound, which distinguishes the San Francisco based group. The lead singer, a small Buffalo Bill wailer, somehow manages to sing above the throbbing beats of the seven members group. Oblivious to the audience, sadistic indifference) they seem to be performing for themselves. But their self-satisfaction brings great delight to the young crowd, decked out in rented costumes, grooving on the chairless floor of the huge auditorium.

Country Joe and the Fish are neither unusual or individual. Country Joe and Banana, the only stars of the group, liven what would otherwise be a dull performance. But when left alone, the rest of the group functions as a lifeless automatic unit, free from singular identity. Billed as the starring group, Joe and Fish were the last performers. By this time, the crowd, which wasn't large to begin with, dwindled rapidly and seemed just as bored by the Fish as the group was about their performance.

## TIM HARDIN

CAFE AU GO GO, N.Y.—Tim Hardin has already made his mark as a songwriter, and in a limited way, has scored as a performer s well, picking up a great many totally devoted fans. However, every performer wants to gather as large a potential audience as possible, and this seemed to be Hardin's goal during his recent opening at the Cafe Au Go Go.

Hardin's voice has always been strong, but his overall performance has suffered in the past due to his fondness for occasionally lapsing into Ornette Coleman-type avante-garde riffs on his guitar. Happily, his head seems to be in more comprehensible places these days, making it possible for less musically hip people to appreciate his talent, without in the least impairing his communication with long time fans.

Actually, Hardin did three sets in one. The first, featuring Hardin alone, accompanying himself on guitar, was the least satisfying musically, although the songs, "Danville Dame," "The Last Sweet Moments" and "If I Were A Carpenter," were strong in themselves. A broken guitar string caused a switch to piano, which showed Hardin at his best on "Hang On To A Dream" and Song To Lenny," the latter written to Lenny Bruce. The last part of the set featured Hardin back on guitar with piano backup by Warren Bernhart on "The Lady Came From Baltimore," "The Moonshiners," "Don't Make Promises" and a new version of "Red Balloon."

Now with Columbia, Hardin could well become one of the most popular contemporary artists. He is certainly one of the most important.

## Roulette Plans Push For 'New Bag' Album

NEW YORK—A full-scale college, consumer trade and radio campaign is being planned by Roulette Records for Tommy James and the Shondell's "new bag" album, which is titled after the group's current single hit, "Crimson And Clover."

Roulette president Morris Levy said that advance-orders on the LP are already in excess of 100,000 units, and that the single has sold 700,000 units since its release four weeks ago.

For the album, which is due out immediately, Roulette plans national advertising spots on both AM and FM radio through distributors on a co-op basis, plus insertions in campus publications following a mailing to college radio stations.

The LP will be named "Album of the Month" by the J.M. Fields chain and will be featured in all their 67 stores across the country. Family Bargain stores will also feature the album.

Dispensing with the "bubblegum" sound in favor of an "adult contemporary" sound, James produced and arranged the album himself and wrote eight of the nine songs either alone or in collaboration with Shondells Mike Vale, Peter Lucia and Eddie Gray.

The LP includes an expanded version of "Crimson & Clover" running over five minutes, plus the recent hit "Do Something To Me," in addition to "Kathleen McArthur," "I Am A Tangerine," "Crystal Blue Persuasion," 'Sugar On Sunday," "Breakaway," "I'm Alive" and "Smokey Roads." In addition, the tracks are separated by short "shock" cuts running from ten to thirty seconds.

CASH BOX: BUY IT
BY THE YEAR: $25

## Vital Statistics

(Continued from Page 17)

#87
**GOODNIGHT MY LOVE (3:11) Paul Anka-RCA 0103**
155 East 24 Street, NYC.
PROD: Don Costa 8961 Sunset Blvd. L.A. Calif.
PUB: Quintet BMI 241 W. 72 Street, NYC.
Noma BMI 1619 Bway, NYC.
Treo BMI 1619 Bway, NYC.
WRITERS: Motola-Marascalo ARR: Don Costa
FLIP: This Crazy World

#88
**PUT YOUR HEAD ON MY SHOULDER (2:35)**
**Lettermen-Capitol 2324**
1750 N Vine, L.A. Calif.
PROD: Al DeLory c/o Capitol
PUB: Spanka BMI 200 W 57 St. NYC.
WRITERS: Paul Anka ARR: Mort Garson
FLIP: Mary's Rainbow

#89
**RAMBLIN' GAMBLIN' MAN (2:20)**
**Bob Seegar-Capitol 2297**
1750 N. Vine, L.A., Calif.
PROD: Wayne Shuler c/o Capitol
PUB: Gear ASCAP
28175 Franklin Road, S. Field, Michigan
WRITER: B. Seegar FLIP: Tales of Lucy Blue

#90*
**THE BEGINNING OF MY END (2:58)**
**Unifics-Kapp 957**
445 Park Ave., NYC.
PROD: Guydra prod. by Guy Draper
c/o Miefus Copyright Mgt. 10 E. 44 St., NYC.
PUB: Guydra BMI (same address)
WRITER: Guy Draper ARR: Richard Rome
FLIP: Sentimental Man

#91
**MAY I (2:15)**
**Bill Deal & The Rhondels Heritage 803**
c/o MGM 1350 Ave of the Americas, NYC.
PROD: Jerry Ross 1855 Bway, NYC.
PUB: Rhinelander BMI 130 W 57 St. NYC
WRITER: M. Williams
FLIP: Day By Day My Love Grows Stronger

#92
**IF IT WASN'T FOR BAD LUCK (3:48)**
**Ray Charles & Jimmy Lewis-Tangerine 11170**
c/o ABC 1330 Ave. of the Americas, NYC.
PUB: Tangerine BMI
2107 W. Washington Blvd. L.A. Calif.
WRITERS: R. Charles-J. Lewis
FLIP: When I Stop Dreaming

#93*
**I CAN'T HELP IT (3:09)**
**Al Martino-Capitol 2355**
1750 N Vine, H'wood, Calif.
PROD: Voyle Gilman c/o Capitol
PUB: Fred Rose BMI
2510 Franklin Red. Nashville, Tenn.
WRITER: Hank Williams
ARR: John Andrews Tartaglia
FLIP: I Can See Only You

#94*
**PEOPLE (3:17) Tymes-Columbia 44630**
51 West 52 Street, NYC.
PROD: Jimmy Wisner c/o Columbia
PUB: Chappell ASCAP 609 5th Ave., NYC.
WRITERS: B. Merrill-J. Styne
ARR: Richard Rome FLIP: For Love Of Ivy

#95*
**WILL YOU BE STAYING AFTER SUNDAY (2:22)**
**Peppermint Rainbow-Decca 32410**
445 Park Ave., NYC.
PROD: Paul Leka for Heather Prod.
PUB: Screen Gems/Columbia BMI
711 5th Ave., NYC.
WRITERS: A. Kasha-J. Hirschhorn
ARR: P. Leka FLIP: And I'll Be There

#96
**SOMEONE TO LOVE (2:45) Bobby Vee-Liberty 56080**
6920 Sunset Blvd. L.A. Calif.
PROD: Dallas Smith c/o Liberty
PUB: Columbia/Screen Gems BMI 711 5th Ave. NYC.
WRITERS: Toni Wine-Carole Boyer
ARR: D. Smith-R. Vellline FLIP: Thank You

#97
**THE THOUGHT OF LOVING YOU (2:26)**
**Crystal Mansion-Capitol 2275**
1750 N. Vine, L.A. Calif.
PROD: Artie Kornfeld c/o Burt Padell
Siegel & Co. 10 E. 40 St. NYC.
PUB: Golden Egg ASCAP
c/o American Mech Rights 250 W. 57 St. NYC.
WRITER: David White FLIP: Hallelujah

#98
**GAMES THAT PEOPLE PLAY (3:34)**
**Joe South-Capitol 2248**
1750 N. Vine, L.A. Calif.
PROD: Wayne Shulla c/o Capitol
PUB:Bowery BMI P.O. Box 9687 Atlanta, Ga.
WRITER: Joe South
FLIP: Mirror Of Your Mind

#99
**RAIN IN MY HEART (3:20)**
**Frank Sinatra-Reprise 0798**
4000 Warner Blvd. Burbank, Calif.
PROD: Don Costa 8961 Sunset Blvd. L.A. Cal.
PUB: Razzle Dazzle BMI c/o S. Mountain
300 W. 57 St. NYC.
WRITERS: Randazzo-Pike ARR: Don Costa
FLIP: Star!

#100
**POOR SIDE OF TOWN (3:30)**
**Al Wilson-Soul City 771**
6920 Sunset Blvd. L.A. Calif.
PROD: Johnny Rivers-Marc Gordon
8923 Sunset Blvd. L.A. Calif.
PUB: Johnny Rivers BMI (same address)
WRITERS: J. Rivers-Lou Adler
ARR: Gene Page FLIP: The Dolphin

# CashBox Platter Spinner Patter

Early in February, WKYC-Cleveland will change its format from rock to middle-of-the-road tunes and a more extensive use of newscasts. The announcement came from **Dino Ianni**, general manager of the outlet. The programming change will leave the hard rock market in Cleveland to WIXY in that city. Said Ianni: "Actually our ratings have improved substantially in recent months. But we are looking to the future and we feel that this is the best course for the station." WKYC has been a rock outlet since the late 1950's when the license was acquired by the Westinghouse Broadcasting Co. The National Broadcasting Co. took ownership in 1965 and continued the rock programming. Ianni revealed that WKYC will expand its news operation, with 10-minute newscasts on the hour during the "drive times" of morning and evening rush hours. The general manager added that network news personalities will also be featured, and that Monitor may be aired on AM (it is now broadcast on WKYC-FM) later next year. Some of the deejays currently with WKYC will be retained, Ianni said, but others, more distinctly oriented to hard rock programming, will be released.

**TROUBADORS TURN 'EASTERN FERRIS WHEEL': Steve Addiss (2nd from right) and Bill Crofut (3rd from left), Columbia recording artists, recently visited WNEW-FM-New York, met the staff of the outlet, and gave out copies of their latest Columbia album, "Eastern Ferris Wheel." Shown above with Addiss and Crofut are (l. to r.): Jim Brown, manager of national album promotion for Columbia Records; Bob Brownstein, associate music director of WNEW-FM; Nat Asch, WNEW-FM's program director; and Alan Rosenberg, also an associate music director at WNEW-FM. Brownstein holds a copy of "Troubador," Crofut's recently published book which describes the singing experiences throughout the world of Addiss and Crofut.**

KLAC-Los Angeles has completed a drive to gather clothes and blankets for American Indian children. Clothes were collected especially for children between the ages of two and ten, and were distributed to the Navajo, Hopi, and northern Arizona Shoshoni Indians. The drive was called "Happiness Is A Warm Blanket," and was coordinated by KLAC technician **Ed Colucci**, who conceived the idea, and **Craig Carpenter** and **Harry Hay**, two messengers of the Traditional Indian Land and Life Society.

KNX-Los Angeles' Holiday Contest, which concluded last week (24), will award a week at June Mountain Ski Resort, plus $150 in cash to the Grand Prize winner. To join in the contest, KNX listeners sent Christmas cards to the outlet, with all cards being eligible for daily prizes of Mattel Toys. All cards were then sent to hospitalized youngsters to bring holiday cheer to the young shut-ins. The previous contest, which ended recently, presented diamond wristwatches to three winners. Mrs. Anne Fine won First Prize—a His and Hers Diamond Wristwatch Set. Mrs. James Starbuck and Ed McManus took Second and Third Prizes, respectively, with both winners receiving a diamond wristwatch each. William Wolff, audience promotion coordinator for KNX has been in charge of the contests.

**Norton Garfinkle**, president of Brand Rating Index, introduced New York advertisers and their agencies to "the ultimate in local broadcast research data" at a series of luncheons hosted by WABC-New York on December 11 and 12 at the St. Regis Hotel. BRI has developed data for the New York market which gives radio outlets the ability to measure their delivery of marketing targets for each specific advertiser. As Garfinkle puts it, "We can now translate a radio audience into the number of bars of soap used or number of cans of soup consumed." WABC is reportedly the first local station in the U.S. to have this kind of marketing information available. The whole thrust of media buying in recent years has been in two areas: local and national, handled separately by agencies. Local activity has so increased that it now represents almost half of the total effort. Therefore, BRI has spearheaded a drive to integrate local and national marketing data and efforts. Achieved in conjunction with the ABC Owned Radio Stations Division, this "ultimate marketing weapon" is a final step in a long-range project that has been conducted by BRI for some time. Other stations in the division, in addition to WABC, are using earlier stages of the data. The full project operates as follows: 1. Development of core data about each market and what it is worth to the marketer of a given product (i.e., the budget allocation problem). 2. Development of local demographic data to measure the characteristics of heavy users and users of various products in that particular market. 3. Finally, measurement of the product usage patterns of the audience of specific radio outlets in the market. **Harold Neal, Jr.**, president of the ABC Owned Radio Stations, states that all seven stations have the "stage one" data. Stage two data consisting of demographic information about local product users is being used by New York, Chicago, and San Francisco. At the New York luncheons, **Don B. Curran**, vice president and general manager of WABC, announced his station's arrival at stage three.

**ANIMALS ON THE AIR. The Animals, an MGM recording group, recently dropped into KFRC-San Francisco, where they were interviewed by Les Turpin (seated, center), program director of the outlet. The Animals recently completed a west coast tour as well as a tour of Japan. Their current chart MGM album is "Love Is."**

**SPUTTERS: Joe Bogart**, music director for WMCA-New York, has been named "Music Director of the Year" for the third consecutive year at the recently concluded Bill Gavin Convention in Las Vegas. . . .At the same gathering, **Tom Shannon**, a deejay at CKLW-Detroit, was honored by the radio and record industries as the top deejay in Top 40 radio in Canada and the United States in 1968.

VITAL STATISTICS: Avco Broadcasting Corp. has elected **Alan S. Berk** and **Perry S. Samuels** to the board of directors. Berk, who is controller of Avco Corp., was also appointed to the executive committee of Avco Broadcasting. Samuels is vice president-radio for Avco Broadcasting. At the same time, **Howard Lepple**, director of engineering operations, was elected a vice president of Avco Broadcasting.

# Bios for Dee Jays

## "Brooklyn Bridge"

The Brooklyn Bridge, a Buddah recording act, was constructed in 1968. The group is composed of 10 young men and one pretty girl, who aim to bridge the generation gap by playing "blue-eyed soul," hard rock, the most progressive of contemporary sounds, and everything in between. The Bridge players are Johnny Maestro, solo vocals; Fred Ferrara, Les Cauchi, and Mike Gregorio, solo vocals and harmonic backing; Tom Sullivan, bandleader/arranger/saxophonist; Carolyn Wood, organ; Jimmy Rosica, bass; Richie Macioce, guitar; Artie Catanzarita, drums; Shelly Davis, trumpet and piano; and Joe Ruvio, sax. The Brooklyn Bridge, a complete, self-contained show band, was formed when four singers, each from different groups, wanted to create a totally unique musical organization. The four vocalists heard the first audition of a newly-formed seven piece band, liked what they heard, and the Brooklyn Bridge was built. The group's current single, "The Worst That Could Happen," is number 29 on the Top 100 this week.

## "Credence Clearwater Revival"

Formed in San Francisco about ten years ago, the Creedence Clearwater Revival advanced from a local high school group (called the Blue Velvets originally) to a musical team (the Golliwogs) which played teen club dates at various military bases, and finally into the Revival act that hit the Top 10 with "Suzie Q." Formed initially while in school, the Creedence Clearwater Revival grew by developing a blend of psychedelic electronic sounds with a firm blues base. Much of the material that was included on their first Fantasy album was original, penned by John Fogerty of the team. The set also included their major hit, and its follow-up chart rider, "I Put A Spell On You," which is number on the Top 100 this week. The Creedence Clearwater Revival consists of Fogerty and his brother Tom, Doug Clifford, and Stuart Cook.

# CashBox Country Reviews

## Picks of the Week

**SONNY JAMES** (Capitol 2370)
**Only The Lonely (2:38)** [Acuff-Rose BMI-Orbison, Melson]
Sonny aims for the heights once again with a groovy rendition of "Only The Lonely." Sweet arrangement should encourage plenty of pop reaction to the side, as well as huge country response. Flip: "The Journey" (3:50) [Marson BMI-Smith, James]

**RED SOVINE** (Starday 857)
**The Father of Judy Ann** (2:14) [Combine BMI-Owens]
Red Sovine breaks out big every once in a while and this tragic piece could provide the springboard for another Sovine smash. Although not in the truckdriving vein, the side could also be a big item with juke box programmers. Flip: "Between Closing Time And Dawn" (1:52) [Tarheel BMI-Robb]

**VAN TREVOR** (Royal American 280)
**The Things That Matter** (2:32) [Sumar SESAC—Summer]
Van Trevor debuts the Royal American label with an exceptional piece of product that's bound to result in the first chart piece for the label, and another niche in the songster's chain. Fine melody and lyric is under-scored by strong pop-country arrangement. Flip: "Band of Gold" (2:28) (Ludlow BMI—Taylor, Musel]

**ROGER SOVINE** (Imperial 66344)
**Love Took My Heart** (2:05) [Four Star Television BMI-Gordon]
This one is a blueser, but a funnier blueser we haven't heard in some time. Tongue-in-cheek lyric content makes this one a must for heavy programming. It'll either bomb or bust wide open. Flip: "A Railroad Tressel In California" (2:10) [Cedarwood BMI-Self]

## Newcomer Picks

**JIMMY SNYDER** (Wayside 1029)
**Candy All Over My Face** (1:58) [Back Bay BMI-Snyder]
Nice production work, a cute lyric and a voice that has a definite similarity to one of our bigger names in this Wayside piece. Deck deserves a shot and may well satisfy many a sweet tooth. Flip: "Here Comes My Sunshine" (2:09) [Central Songs BMI-Snyder, Miller]

(Continued on page 28)

# CashBox Top Country Albums

| | | | |
|---|---|---|---|
| 1 | WICHITA LINEMAN<br>Glen Campbell (Capital S/ST 103) | 1 | |
| 2 | JOHNNY CASH AT FOLSOM PRISON<br>Johnny Cash (Columbio CS 9639) | 4 | |
| 3 | I WALK ALONE<br>Marty Robbins (Columbia CS 9725) | 6 | |
| 4 | WALKIN' IN LOVE LAND<br>Eddy Arnold (RCA Victor LPM/LSP 4039) | 5 | |
| 5 | HARPER VALLEY P.T.A.<br>Jeannie C. Riley (Plantation PLP) | 2 | |
| 6 | BOBBIE GENTRY & GLEN CAMPBELL<br>(Capital 2928) | 3 | |
| 7 | GENTLE ON MY MIND<br>Glen Campbell (Capitol MT/ST 2809) | 9 | |
| 8 | MAMA TRIED<br>Merle Haggard (Capital ST 2972) | 7 | |
| 9 | SONGS OF PRIDE . . . CHARLEY THAT IS<br>Charley Pride (RCA Victor 4041) | 8 | |
| 10 | JIM REEVES ON STAGE<br>(RCA LSP 4062) | 11 | |
| 11 | JUST THE TWO OF US<br>Porter Wagoner & Dolly Parton (RCA Victor LPM/LSP 4039) | 10 | |
| 12 | BORN TO BE WITH YOU<br>Sonny James (Capital S/ST 111) | 14 | |
| 13 | A TIME TO SING<br>Honk Williams Jr., (MGM SE 4540) | 13 | |
| 14 | NEXT IN LINE<br>Conway Twitty (Decco DL 75062) | 12 | |
| 15 | LOVE TAKES CARE OF ME<br>Jack Greene (Decco DL 75053) | 16 | |
| 16 | LITTLE ARROWS<br>Leapy Lee (Decca DL 75076) | 19 | |
| 17 | BLUE RIBBON COUNTRY<br>Various Artists (Capitol STBB 2969) | 15 | |
| 18 | BY THE TIME I GET TO PHOENIX<br>Glen Campbell (Capital T/ST 2851) | 18 | |
| 19 | SHE WEARS MY RING<br>Ray Price (Columbia CS 9733) | 24 | |
| 20 | HAPPY STATE OF MIND<br>Bill Anderson (Decca DL 75056) | 17 | |
| 21 | KILLERS THREE<br>Motion Picture Soundtrack (Tower ST 5141) | 20 | |
| 22 | D-I-V-O-R-C-E<br>Tammy Wynette (Epic 26392) | 25 | |
| 23 | LOOKING AT THE WORLD THROUGH A WINDSHIELD<br>Del Reeves (United Artists UAS 6674) | 28 | |
| 24 | LORETTA LYNN'S GREATEST HITS<br>(Decca DL 5000/75000) | 21 | |
| 25 | FROM HEAVEN TO HEARTACHE<br>Bobby Lewis (United Artists UAS 6673) | 30 | |
| 26 | BEST OF MERLE HAGGARD<br>(Capitol SKAO 2951) | 23 | |
| 27 | SOLID GOLD '68<br>Chet Atkins (RCA Victor LSP 4061) | — | |
| 28 | THIS IS MY BEAT<br>Jim Ed Brown (RCA Victor LSP 4067) | 26 | |
| 29 | THE BEST OF COUNTRY DUETS<br>Various Artists (RCA Victor LSP 4082) | 29 | |
| 30 | SOUTHERN BOUND<br>Kenny Price (Boone BLPS 1214) | — | |

# CashBox Country Music Report

## Dot Signs Anita Kerr As Artist Producer

NEW YORK—Dot Records has signed Anita Kerr to a multi-faceted artist-producer deal, which calls for three Anita Kerr Singers albums per year—in which she will perform as artist-producer—plus six LPs per year of her own creation as an independent producer.

Dot executive vp-general manager Dick Pierce, who personally handled the negotiations, also disclosed that Miss Kerr will also provide the label with a steady flow of singles.

Two of the albums under the new package deal will be released in January. These include "The Anita Kerr Singers Reflect (On Bacharach and David)" and "Yestergroovin."

The Memphis-born composer-arranger-conductor, initially gained fame in Nashville, where she originally formed the Anita Kerr Singers, who became nationally known on Arthur Godfrey's various radio-TV shows in the mid-1950s. After moving to the West Coast in 1965, she has won several Grammy Awards, as well as several additional nominations for the NARAS honor.

Since her migration to California, she has worked with such artists as Brenda Lee, Rosemary Clooney, Pat Boone, Eddie Fisher, Burl Ives, Perry Como, Al Hirt and Bobby Vinton, among others. As an indie producer, her product has been released by Dot, RCA Victor, Capitol, Liberty, ABC and Warner-Reprise.

## Landy To Chair ACWM Awards Show

LOS ANGELES — Rick Landy has been appointed program chairman for the fourth annual Academy of Country & Western Music Awards Show. Annual event is slated for March 3 at the Hollywood Palladium, according to Herb Eiseman of BMI, chairman of the Academy's board of directors.

## Music City Label To Handle Own Distribution

HOLLINS, Va.—Music City Records will begin handling its own distribution this week (1), it was announced recently by the label. At the same time it was announced that Music City had signed Billy "Crash" Craddock to a recording pact, with a single by the artist due for release in January.

According to promo director Dave Shearer, the growth and acceptance of the Music City line, which was formerly distributed by Stop Records, has made the new distribution setup necessary. Distributors should contact Shearer at P.O. Box 7175 Hollins, Va.

Craddock, who most recently recorded for the Chart label, will cut all his sessions in Nashville, and will be produced by Carlton Haney.

## Lin Buying LD?

NASHVILLE—Negotiations are reportedly under way for the purchase of Little Darlin' Records by Lin Broadcasting, Cash Box has learned from informed sources.

Lin Broadcasting, the Nashville-based communications complex, has taken large steps into the country field in the past year, and now owns Starday Records, as well as two important country radio stations, WIL-St. Louis and WJRZ-Hackensack.

Although Cash Box has yet to receive details of the negotiations, it is believed that Little Darlin' is being represented by Aubrey Mayhew, while Starday management head Don Pierce is reportedly representing Lin's interests.

## Crawford Named Nugget VP-GM

GOODLETTSVILLE, Tenn. — Bill Crawford has been named vice president and general manager of Nugget Enterprises. Crawford will oversee the entire operation including Nugget Records, Lonzo and Oscar Music, Rainbow Talent Agency and Nugget Sound Studio.

Prior to joining Nugget Enterprises, Crawford was president of Banner Records, Silver Lake Publishing Company and is still manager of several recording artists with major labels.

Crawford has moved his entire operation in with Nugget Enterprises. Plans for the company include a complete revamping of the studio and a four track recorder.

Nugget Enterprises is located at Box 400, Tinnin Road, Goodlettsville, Tennessee.

## Brock Named Sure-Fire VP

NASHVILLE—Bill Brock has signed on with Sure-Fire Music as vice president in charge of artists and writer relations.

Brock, a long-time veteran in country music, is also a successful composer in his own right, having penned such tunes as "Cup Of Coffee" and "Black Cloud." His duties will consist mainly of coordinating recording artists with top material.

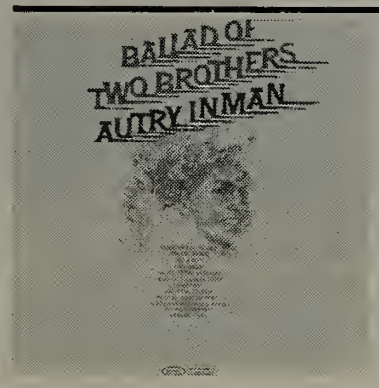
## Halsey Inks Husky

INDEPENDENCE, Kan. — Ferlin Husky has signed an exclusive management contract with the Jim Halsey organization, which will represent Husky in all fields.

One of the more well known of country entertainers, Husky's record sales are estimated to be up in the multi-million bracket. In addition, he has been featured in 15 motion pictures, and has made frequent guest appearances on all of the TV networks.

Other names represented by Halsey include Hank Thompson, Roy Clark, Wanda Jackson, Tex Williams, Minnie Pearl, Mary Taylor and Sue Thompson.

# CashBox Country LP Reviews




BALLAD OF TWO BROTHERS—Autry Inman-Epic BN 26428

Autry Inman roared up both pop and country charts with the "Ballad Of Two Brothers," and threatens to score a similar punch on LP charts with his followup LP. Setting the theme of the album with the title track, Inman fills this set mostly with tunes of a patriotic nature, including "Ballad Of The Green Berets" and "There's A Star-Spangled Banner Waving Somewhere." Big country action expected.

# CashBox Country Top 50

| | | | |
|---|---|---|---|
| 1 | WICHITA LINEMAN<br>(Canopy—ASCAP)<br>Glen Campbell (Capitol 2302) | 1 | |
| 2 | LITTLE ARROWS<br>(Duchess—BMI)<br>Leopy Lee (Decca 22380) | 2 | |
| 3 | BALLAD OF TWO BROTHERS<br>(Tree—BMI)<br>Autry Inman (Epic 10389) | 4 | |
| 4 | I TAKE A LOT OF PRIDE IN WHAT I AM<br>Blue Book—BMI)<br>Marie Haggard (Capitol 2289) | 5 | |
| 5 | YOUR SQUAW IS ON THE WARPATH<br>(Sure-Fire—BMI)<br>Loretta Lynn (Decca 32392) | 3 | |
| 6 | I'VE GOT YOU ON MY MIND<br>Blue Book—BMI)<br>Buck Owens & Buckaroos (Capital 2300) | 7 | |
| 7 | CARROLL COUNTY ACCIDENT<br>Warden—BMI)<br>Porter Wagoner (RCA Victor 9651) | 10 | |
| 8 | STAND BY YOUR MAN<br>Al Galico—BMI)<br>Tommy Wynette (Epic 10398) | 6 | |
| 9 | I WANT ONE<br>Tree—BMI)<br>Jack Reno (Dot 17169) | 11 | |
| 10 | SMOKEY THE BAR<br>Brazos Valley—BMI)<br>Hank Thompson (Dot 17163) | 12 | |
| 11 | PLASTIC SADDLE<br>Acclaim—BMI)<br>Nat Stuckey (RCA Victor 9631) | 9 | |
| 12 | THEY DON'T MAKE LOVE LIKE THEY USED TO<br>Tree—BMI)<br>Eddy Arnold (RCA Victor) | 16 | |
| 13 | WHERE LOVE USED TO LIVE<br>Al Gallico—BMI)<br>David Houston (Epic 10384) | 8 | |
| 14 | THE BALLAD OF FORTY DOLLARS<br>Newkeys—BMI)<br>Tam T. Hall (Mercury 72863) | 14 | |
| 15 | THE TOWN THAT BROKE MY HEART<br>Newkeys—BMI)<br>Bobby Bare (RCA Victor 9643) | 15 | |
| 16 | MY SON<br>Stallion—BMI)<br>Jan Howard (Decca 32407) | 17 | |
| 17 | I WAS WITH RED FOLEY (The Night He Passed Away)<br>(Audlee—BMI)<br>Luke The Drifter, Jr. (MGM 14002) | 18 | |
| 18 | WHEN THE GRASS GROWS OVER ME<br>Glad—BMI)<br>George Jones (Musicor 1333) | 20 | |
| 19 | YOURS LOVE<br>(Wildernes—BMI)<br>Waylon Jennings (RCA Victor 9642) | 24 | |
| 20 | PLEASE LET ME PROVE MY LOVE FOR YOU<br>Newkeys—BMI)<br>Dave Dudley (Mercury 72856) | 22 | |
| 21 | HAMMER AND NAILS<br>Shelby Singleton—BMI)<br>Jimmy Dean (RCA Victor 9652) | 21 | |
| 22 | DON'T WAKE ME I'M DREAMING<br>Page Boy—SESAC)<br>Warner Mack (Decca 32394) | 23 | |
| 23 | DADDY SANG BASS<br>House of Cash—BMI)<br>Johnny Cash (Columbia 44689) | 26 | |
| 24 | THE GIRL MOST LIKELY<br>Shelby Singleton—BMI)<br>Jeannie C. Riley (Plantation #7) | 28 | |
| 25 | BORN TO BE WITH YOU<br>Mayfair—ASCAP)<br>Sonny James (Capitol 2271) | 13 | |
| 26 | FLATTERY WILL GET YOU EVERYWHERE<br>(Greenback—BMI)<br>Lynn Anderson (Chart 1059) | 29 | |
| 27 | TO MAKE LOVE SWEETER FOR YOU<br>(Al Gallico—BMI)<br>Jerry Lee Lewis (Smash 2202) | 33 | |
| 28 | WOMAN WITHOUT LOVE<br>(Passkey—BMI)<br>Johnny Darrell (United Artists 50481) | 32 | |
| 29 | DARLING, YOU KNOW I WOULDN'T LIE<br>(Tree—BMI)<br>Conway Twitty (Decca 32424) | 35 | |
| 30 | HOLD ME TIGHT<br>(Nash—BMI)<br>Johnny Carver (Imperial 6341) | 36 | |
| 31 | IN THE GOOD OLD DAYS (When Times Were Bad)<br>(Owepar—BMI)<br>Dolly Parton (RCA Victor 9657) | 34 | |
| 32 | UNTIL MY DREAMS COME TRUE<br>(Blue Crest—BMI)<br>Jack Greene (Decca 32423) | 38 | |
| 33 | THREE SIX PACKS, TWO ARMS & A JUKE BOX<br>(Tree—BMI)<br>Johnn Seay (Columbia 44634) | 33 | |
| 34 | VANCE<br>(Russell-Cason—BMI)<br>Rogar Miller (Smash 2197) | 40 | |
| 35 | SHE WEARS MY RING<br>(Acuff-Rose—BMI)<br>Ray Price (Columbia 44628) | 19 | |
| 36 | I WALK ALONE<br>(Adams, Vee & Abbot—BMI)<br>Marty Robbins (Columbia 44633) | 25 | |
| 37 | AGE OF WORRY<br>(Matamoros—BMI)<br>Billy Walker (Monument 1098) | 30 | |
| 38 | WHILE YOUR LOVER SLEEPS<br>(Al Gallico—BMI)<br>Leon Ashley (Ashley 7000) | 49 | |
| 39 | EVER CHANGING MIND<br>(Acuff-Rose—BMI)<br>Don Gibson (RCA Victor 9663) | 43 | |
| 40 | YOU TOUCHED MY HEART<br>(Al Gallico—BMI)<br>David Rogers (Columbia 44668) | 45 | |
| 41 | GOOD TIME CHARLIE'S<br>(Passkey—BMI)<br>Del Reeves (United Artists 50487) | 51 | |
| 42 | I WISH I WAS YOUR FRIEND<br>(Wilderness—BMI)<br>Wanda Jackson (Capitol 2315) | 44 | |
| 43 | WHAT ARE THOSE THINGS (With Big Black Wings)<br>(Blue Crest, Hill & Range—BMI)<br>Charlie Louvin (Capitol 2350) | 54 | |
| 44 | IF I'M GONNA SINK<br>(Mayhew—BMI)<br>Johnny Paycheck (Little Darlin' 0052) | 46 | |
| 45 | FEED ME ONE MORE LIE<br>(Blues Crest—BMI)<br>Mary Taylor (Dot 17168) | 48 | |
| 46 | BIG RIG ROLLIN' MAN<br>(Yonah—BBMI)<br>Johnny Dollar (Chart 1057) | 47 | |
| 47 | LIVIN' ON LOVIN'<br>(Four Star—BMI(<br>Slim Whitman (Imperial 66337) | 52 | |
| 48 | STRINGS<br>(Blue Book—BMI)<br>Wynn Stewart (Capitol 2341) | 55 | |
| 49 | HE'S GOT MORE LOVE IN HIS LITTLE FINGER<br>(Allroads—BMI)<br>Billie Jo Spears (Capitol 2331) | 50 | |
| 50 | BRING ME SUNSHINE<br>(Bourne-ASCAP)<br>Willie Nelson (RCA Victor 9684) | | |
| 51 | TRUE LOVE TRAVELS ON A GRAVEL ROAD<br>Duane Dee (Capitol 2332) | | |
| 52 | KAY<br>John Wesley Ryles, I (Columbia 44682) | | |
| 53 | EACH AND EVERY PART OF ME<br>Bobby Lewis (United Artists 2350) | | |
| 54 | WHO'S JULIE<br>Mel Tillis (Kapp 959) | | |
| 55 | MR. BROWN<br>Gary Buck (Capitol 2316) | | |
| 56 | LONGEST BEER OF THE NIGHT<br>Jim Ed Brown (RCA Victor 9677) | | |
| 57 | EACH TIME<br>Johnny Bush (Stop 232) | | |
| 58 | THE NAME OF THE GAME WAS LOVE<br>Hank Snow (RCA Victor 9685) | | |
| 59 | WOMAN WITHOUT LOVE<br>Bob Luman (Epic 10416) | | |
| 60 | SUGAR CANE COUNTY<br>Maxine Brown (Chart 1061) | | |

# CashBox Country Roundup

Here's hoping that everyone in Countryland has had the merriest of Christmas holidays—especially those who have been on the road and unable to be home with loved ones. But. whether you were on tour or home with the family and friends, we sincerely hope that your Christmas was as enjoyable as it could possibly have been.

In addition, we here at Cash Box would like to wish each and every one of you a very Happy New Year, and a very successful one, too. May the year of 1969 be both prosperous and rewarding, and may each week in the coming 52 bring the answers to your questions and the fulfillments to your dreams. And may the coming year bring all those pleasantries that help to make life all the more rewarding.

May 1969 bring only Bull's-eyes, and may every Bull's-eye be followed by a hit record. May each week bring another bullet and may every new record result in a Golden Guitar. May the road be lined with packed houses and cheering crowds everywhere you go and may every schedule be booked solid.

..May that once-in-a-lifetime song come your way and, most of all, may you be happy and enjoy yourself in everything you do.

Christmas is over and a many of us are now sharing the mixed emotions brought on by fond memories of turkey dinners and family reunions, and the unhappy prospect of paying off all those Christmas bills. Most of us are glad it's all over, because most of us also remember the frantic days of last-minute shopping, with the unruly crowds and the frayed nerve ends and the headaches and the upset stomaches. Most of us realize that the Christmas spirit is hammered home by way of television, radio, magazine and newspaper and various and sundry other means of commercial brainwashing, and, for most of us, there has been at least one point in the much ballyhooed season when we found ourselves disgusted and frustrated with the whole business. And most of us have long since discarded the fairy tale of Santa Claus, and all that goes with it.

But this year, there are a good many voices that would raise themselves in argument if we advanced our "No Santa Claus" belief. Those voices belong to a lot of kids in homes and orphanages who were treated to a Christmas that they wouldn't ordinarily had were it not for a lot of people in the music business who contributed to the Marines' Toys For Tots campaign. The total amount of money collected here alone came to over $1600 and every penny went to the kids.

So if you really believe that the Christmas spirit is only a tinsel-covered merchandising campaign, and that Santa Claus is just a fable—your dead wrong, brother. Think of it! Think of that kid in the orphanage who woke up on Christmas morning (a morning that was no different from any other morning, as far as he was concerned), and found a tree with presents underneath. Not presents from a mother or a father, or from an uncle or a brother—but presents from out of the blue, presents from a total stranger. From someone who never even saw the child and who probably never will see him. If that's not Santa Claus, chief, what is?

You people out there in the music business who were a part of the campaign probably don't even realize just how much joy you helped spread. And that's what makes it all the more rewarding. You'll never get any personal thanks, because, for all those kids know, those gifts were truly from that roly-poly character known as St. Nick.

A few budgets were stretched just a bit beyond what they should have been, perhaps. But in a few weeks the budgets will all be balanced out again, and we'll all have put Christmas 1968 far behind us. All except a few kids who may believe in miracles for just a little while longer.

Thanks!!

* * *

In the same vein, another strong sponsor in the Toys For Tots Campaign is Buck Owens, whose annual Toys For Tots show was held earlier this month in Bakersfield, Calif. The show, a tremendous success for the kids, featured, in addition to Buck, Tommy Collins, Freddie Hart, Patsy Montana, Judy Rose, the Sanland Brothers, Susan Raye, the Hager Twins and Japan's Eddie Fukano. Over 7,000 toys were collected (admission consisted of one new toy) and brought the four-year total for the Owens-sponsored segment of the campaign to 35,000 toys for underprivileged kids.

# CashBox Country Reviews

MIKE YAGER (King 6211)
The Invader (1:55) [Glehi BMI—Crockett] Clever cheatin' tale based on a popular TV theme. Flip: "Time And Distance" (3:06) [Ta--Hell BMI—Milete]

LOIS JOHNSON (Columbia 44725)
Softly And Tenderly (2:34) [Central Songs BMI—Rhodes, Lackey] Strong vocal on a pretty ballad. Flip: "Goin' Down (For The Third Time)" (2:39) [Pamper BMI—Pennington]

JAY LEE WEBB (Decca 32430)
She's Lookin' Better By The Minute (2:25) [Sure-Fire BMI—Helms, Townsley] Lively thumper from Jay. Flip: "The House Where Losers Go" (2:35) [Sure-Fire BMI—Webb]

MITCH GREENHILL (Fontana 1636)
There Ain't No Instant Replay In The Football Game Of Life (2:28) [Folklore, Emarcy ASCAP—Greenhill] Spirited blueser. Flip: "Only As Lonelev" (2:52) [Folklore, Emarcy ASCAP—Greenhill]

JOHNNY McKNIGHT (Ion 117)
Open For Hunt (2:55) [Detec BMI—McKnight] Pretty mid-tempo tale of woe could make noise. Flip: "Choose Your Own Poison" (2:22) [Detec BMI—McKnight]

HAL WILLIS (Wayside 1027)
Everybody's Got Troubles (2:37) [Back Bay BMI—H./G. Willis] Lively walloping ditty with an infectious sound. Flip: "Right Where You Want Me" (2:52) [Lowery BMI—H./G. Willis]

JIMMY STEWART (Charay 35)
Ann (1:51) [ASCAP—Wheeler] A groovy, free-wheeling piece makes for some happy-go-lucky programming. Flip: "Patsy" (2:06 [LeBill BMI]

DAARON LEE (Hip 8008)
Who's Making Love (2:48) [East/-Memphis BMI—Banks, Davis, Crutcher, Jackson] Bright, bouncy hodgepodge of cheating. Flip: "Long Black Train" (4:06) [Guitar BMI—Hazelwood]

Cash Box

INTERNATIONAL SECTION

JANUARY 4, 1969

Decca recording artist Tom Jones is popular all over the world, Italy being no exception. The Italian Critics recently voted him "Most Popular Foreign Singer in 1968" and he is seen here collecting his award from Caterina Valente.

# CashBox Great Britain

The controversial "Two Virgins" album by **John Lennon** and **Yoko Ono** on Apple continues to suffer a stormy passage. EMI Records, Apple's distributors, refused to handle it weeks ago, not only because of its participants' nudity in the sleeve photographs but also because of its content. Track has started handling it at normal trade price by mail order, but the Gramophone Record Retailers Committee of the Music Trades Association has warned disk dealers about the declaration on the order form which makes the dealers solely responsible for stocking the record and exonerates Track and Apple from any legal liability. Dealers are also informed they will be allowed no discount or granted any returns allowance on the LP which can only be ordered by means of the official order form. The former Apple boutique in Baker Street is being utilized to pack and despatch the album. It has been pointed out in the trade that it is an offense under a section of the Post Office Act of 1953 to send indecent material through the mail. Several dealers have already refused to handle the LP on account of its sleeve photographs and its material, described by Track boss Kit **Lambert** as "experimental" and a "dialogue of sounds." **Lambert** says his company feels there is nothing intrinsically objectionable about the sleeve, and the record is being handled "in the interests of artistic freedom."

The World Record Club has been reorganized into three divisions with effect December 1st. They are marketing, customer services and finance and administration. A marketing manager will be appointed early this year, and the repertoire, recording, creative services, copywriting and record progress and stock control departments will report to him. He will also liaise with the Club's advertising agents and various EMI service departments. Administration manager **L. H. Philpott** has been named customer services manager, and financial controller **J. Parris** becomes finance and administration manager with special responsibility for the computer functions within the Club. **Norman Lonsdale** is moving the Bookplan and World of Learning operations away from the WRC set-up with effect January 1st, but these two enterprises participated in the integrated Christmas mailing shot with WRC. The latter is being managed by **J. T. Becher** until his departure at the end of January when the new general manager **Colin Hadley** takes control.

MGM Records managing director **Ian Ralfini** has named 26-year-old **Martin Wyatt** as the label's A&R controller. **Wyatt** will be responsible for all house productions and independent productions issued on MGM, and **John Snell** will continue as A&R co-ordinator. **Wyatt** will liaise closely with music publishers, artists and writers in the development of local product to increase MGM's share of British hits. **Wyatt** has worked for Pye and Robbins Music in the past as well as being British representative for **Petula Clark** and **Sacha Distel. Ralfini** told **Cash Box** that his appointment marked the formation of a new wing of MGM's British operations, and a focal point for new talent and producers.

Radio Luxembourg begins a live program policy January 6th, running from 7:30 p.m. to midnite each evening. The new schedule will feature staff disk jockeys **Tony Prince, Dave Jensen, Paul Burnett** and **Noel Edmonds**, and the only recorded show will be Alan Freeman's sixty-minute program. Luxembourg's earlier new look launched last October has given it a 48.5% boost in audience since May last year, according to a poll survey. This represents a nightly increase of one and a half million listeners, making the total average audience 4,900,000. The poll also disclosed that 72% of radio listeners between the ages of 12 and 24 tune in to Radio Luxembourg.

Songwriter **Les Reed** has been asked to pen four numbers by **Caterina Valente**. One will be her next single for the South American market, and the others will be included in an LP she starts recording soon. **Reed** is also engaged on two major movie scores, one a science fiction story being shot at Pinewood Studios. He will write the main theme for the next **Hayley Mills** movie, and she will record it for single release. **Reed's** "Crossplot," written for the TV series of that name, is being recorded for world-wide release by **Mireille Mathieu**, and **Engelbert Humperdinck's** next American single will be **Reed's** "Marry Me," following the singer's success with it on a recent New York telecast. **Reed** is recording TV compere **Simon Dee** for his Chapter One label in another version of his song "Julie" from the "Bicyclettes De Belsize" movie. This song has been covered in the States by **Frank Sinatra** who has accepted several **Reed** compositions for his upcoming album to be recorded here in London with **Tony Hatch.**

**Roy Pitt** has sold his Mark Music catalog to Immediate and been named administrative chief of **Immediate's** subsidiary label Instant. The current Instant release, "Happy Miranda" by the **Excelsior Springs**, is a **Finesilver** and **Kerr** composition published by Immediate Music.

Morgan Records has launched a Blu-Town series aimed at the pop market. Initial releases will include disks by **Jeff Gill** and the **Academy** group. **Morgan** has put two samplers on the market in the shape of "Preview," featuring extracts from earlier **Morgan** LPs and "This Guy" showcasing sax player **Duncan Lamont.**

French singer-songwriter **Gilbert Becaud** was in town last month for TV dates and a sell-out concert at the Royal Albert Hall December 14th. **Becaud** recorded an album for Decca during his visit under the supervision of **Marcel Stellman**, and Decca released a single of his own composition, "Love Train," to coincide with his visit.

Quickies: Lynn Music chief **Harold Geller's** son **Laurence** to settle in Israel and open music publishing business . . . **Beatles John Lennon** and **Ringo Starr** selling their country houses on the St. George Estate at Weybridge in Surrey . . . Australian singer **Little Pattie** here for extended stay and onslaught on British market. She has been rechristened **Pattie** and will record for EMI . . . Famous show biz attorney **David Jacobs** found dead at his seaside home in Hove . . . The **Scaffold's** "Lily The Pink" topping Best Selling Sheet Music Lists for Noel Gay Music . . .

## Italy's Best Sellers

| This week | Last week | Weeks on charts | |
|---|---|---|---|
| 1 | 2 | 8 | *Zum Zum Zum: Styvie Vartan (RCA Italiana), Mina (PDU) Published by Curci |
| 2 | 3 | 5 | *Tu Che M'Hai Preso Il Cuor: Gianni Morandi (RCA Italiana) Published by Sugarmusic |
| 3 | 1 | 10 | Applausi: I Camaleonti (CBS Italiana) Published by Sugarmusic |
| 4 | 5 | 12 | *Sentimento: Patty Pravo (RCA Italiana) Published by RCA Italiana |
| 5 | 6 | 7 | *Insieme A Te Non Ci Sto Piu': Caterina Caselli (CGD) Published by Sugarmusic |
| 6 | 7 | 8 | *Una Chitarra, Cento Illusioni: Mino Reitano (Ariston) Published by Ariston |
| 7 | 8 | 13 | *Il Giocattolo: Gianni Morandi (RCA Italiana) Published by Mimo |
| 8 | 4 | 11 | Rain And Tears/Lacrime & Pioggia: The Aphrodite's Child (Phonogram), Quelli (Ricordi), Dalida (RCA Italiana) Published by Alfiere |
| 9 | 12 | 5 | *Lacrime: Little Tony (Durium) Published by Durium |
| 10 | 9 | 8 | Those Were The Days/Quelli Erano I Giorni: Mary Hopkin (Emi Italiana) Gigliola Cinquetti (CGD), Sandie Shaw (RCA Italiana), Dalida (RCA Italiana) Published by Sugarmusic |
| 11 | 19 | 7 | *Vorrei Che Fosse Amore: Mina (PDU) Published by Curci |
| 12 | 10 | 7 | Fire: The Crazy World of Arthur Brown (Phonogram) Published by Sugarmusic |
| 13 | 11 | 11 | Un Angelo Blu: Equipe 84 (Ricordi) Published by Senzafine |
| 14 | 14 | 13 | Hey Jude: The Beatles (Emi Italiana) Published by Ricordi |
| 15 | — | 2 | Honey/Amore Mi Manchi: Bobby Goldsboro (Curci), Giuliana Valci (CBS Italiana) Published by Sugarmusic |
| 16 | — | — | *Bambina: Sergio Leonardi (Derby) Published by Sugarmusic |
| 17 | 16 | 26 | *Azzurro: Adriano Celentano (Clan) Published by Clan |
| 18 | 13 | 9 | Monja: Peter Holm (SIF), The Communicatives (Durium) Published by Sidet |
| 19 | — | 2 | Mony, Mony: T. James And The Shondells (SAAR) |
| 20 | 18 | 16 | Il Ballo Di Simone: Giuliano & I Notturni (RIFI) Published by Esedra |

*Denotes Italian Original Copyrights.

## Great Britain's Best Sellers

### TOP TWENTY FOR WEEK ENDING DECEMBER 14TH 1968

| This week | Last week | Weeks on charts | |
|---|---|---|---|
| 1 | 2 | 4 | *Lily The Pink—The Scaffold (Parlophone) Noel Gay |
| 2 | 4 | 5 | I Ain't Got No—Nina Simone (RCA) United Artists |
| 3 | 10 | 3 | *Build Me Up Buttercup—The Foundations (Pye) Immediate/-Welbeck/Schroeder |
| 4 | 6 | 7 | This Old Heart Of Mine—Isley Bros. (Tamla Motown) Jobette |
| 5 | 9 | 4 | *I'm A Tiger—Lulu (Columbia) Valley |
| 6 | 1 | 11 | Good, The Bad And The Ugly—Hugo Montenegro (RCA) Campbell Connelly |
| 7 | 5 | 3 | *One Two Three O'Leary—Des O'Connor (Columbia) Patricia |
| 8 | 3 | 8 | *Eloise—Barry Ryan (MGM) Carlin |
| 9 | 7 | 8 | Breaking Down The Walls—Bandwagon (Direction) Screen Gems |
| 10 | 12 | 4 | May I Have The Next Dream—Malcolm Roberts (Major-Minor) Cyril Shane |
| 11 | 14 | 3 | *Race With The Devil—The Gun (CBS) Keen/Pop Gun |
| 12 | 8 | 6 | Elenore—The Turtles (London) Carlin |
| 13 | 20 | 2 | *A Minute Of Your Time—Tom Jones (Decca) Carlin |
| 14 | 15 | 2 | Private Number—Judy Clay & William Bell (Stax) East |
| 15 | 13 | 4 | Harper Valley PTA—Jeannie C. Riley (Polydor) KPM |
| 16 | 18 | 3 | *I'm The Urban Spaceman—Bonzo Dog Doo Dah Band (Liberty) Bron |
| 17 | — | 1 | Love Child—Diana Ross & Supremes (Tamla Motown) Jobette/Carlin |
| 18 | 17 | 2 | *Sabre Dance—Love Sculpture (Parlophone) Leeds |
| 19 | 16 | 4 | If I Knew Then—Val Doonican (Pye) Cinephonic |
| 20 | — | 1 | *Ob-La-Di Ob-La-Da—Marmalade (CBS) Northern |

*Local copyrights

## Great Britain's Top Ten LP's

1. The Beatles Double Album—(Parlophone)
2. Best Of The Seekers—(Columbia)
3. Beggars Banquet—The Rolling Stones (Decca)
4. The Hollies Greatest Hits—(Parlophone)
5. The World Of Val Doonican—(Decca)
6. The Good, The Bad & The Ugly—Soundtrack (United Artists)
7. The Graduate—Soundtrack (CBS)
8. Electric Ladyland—Jimi Hendrix (Track)
9. The Sound Of Music—Soundtrack (RCA)
10. Hair—British Cast (Polydor)

## RCA Canada Offers Mendelssohn Album

TORONTO—George Harrison, vice president and general manager of RCA Victor Records recently announced the release of the album "Gloria" by Toronto's Mendelssohn Choir. This album was a joint production by RCA and the Canadian Broadcasting Corporation. RCA Victor's Ontario Branch Manager Jack Feeney was talent co-ordinator, with James Kent, of the CBC as producer and John Roberts, Radio Network Supervisor of the CBC looking after matters for the CBC.

The album contains light classical offerings and two cuts which are expected to create good sales over the Christmas season.

Elmer Iseler conducted the choir on the recording session.

## Beauchamp Promo Post At Col. Of Canada

MONTREAL — Pierre Beauchamp, well-known promotion man, has moved from Musimart and joined the staff at Columbia Records of Canada Ltd., in Montreal.

Beauchamp will be handling promotion for English and American product and will work with Pierre Gagnon, who handles promotion for French product.

## Gamma Going Strong w/'Lindbergh,' Others

MONTREAL—Jack Lazare, president of Les Disques Gamma Ltee (Gamma Records Ltd.) reports that the label has its biggest hit since "La Manic". The deck, "Lindbergh," by Robert Charlebois, has moved into the No. 11 position on the Quebec Hit Parade. The outing won Charlebois first prize at the Spa Song Festival in Belgium last August. The single has created so much interest in Charlebois that he has now chalked up more than 6000 copies of his recently released album.

Gamma is also having much success with the Jacques Canetti line they took over in recent months. Top act of this line is Serge Reggiani, who has two albums going for him as well as an eight track tape, Canetti's newest find, Eric Robrecht, is expected to release a single the first week in January. Robrecht is currently playing the Olympia in Paris.

The top selling single for Gamma last year was "Noel au Camp" by Tex Lecor. Re-released for the festive season this year, it has already sold in excess of 15,000 copies.

## Rovers To Rove To Australia For 3 Wks

NEW YORK—A three-week concert tour of Australia, beginning January 18 at Brisbane's Festival Hall, is scheduled for the Irish Rovers.

Following the Brisbane date, the Decca recording group will appear in concert in Sydney, Melbourne, Hobart and Perth before returning to the U.S. on February 3rd to resume a full schedule of TV and college engagements that will carry them well into the New Year.

The Rovers, recently on the U.S. charts with their Decca LP, "All Hung Up," have two Australian gold records to their credit.

### Shaw's Euro Office

BEVERLY HILLS, CALIF.—A European office, located in Munich, Germany, has been opened by Edward Shaw and Associates Advertising/Public Relations of this city. Louis Smith, former public information officer for the U.S. Defense Department, will head the new office.

## Andy Williams Has Biggest Dutch Hit With 'Battle Hymn'

THE HAGUE, HOLLAND—HAARLEM-CBS' recording of Andy Williams' "Battle Hymm Of The Republic", royalties of which will be donated to the Robert Kennedy Memorial Fund, made a very impressive impact in the Dutch market, as a prelude to the single's expected success in Europe. The record soared in 3 weeks time to the #5 slot on the local charts and was expected to hit #1 around Christmas.

Numerous requests were made for the rush-release of this single in Holland, where it has been Andy's biggest seller to date. Single is packaged in the original 4-color DeLux-sleeve.

## Australian Gold For 'Harper Valley P.T.A.'

NASHVILLE—An Australian gold record has been awarded to American songstress Jeannie C. Riley's single, "Harper Valley P.T.A." The single has already received a gold record a gold tape cartridge in the U.S. and a gold record in Canada. Written by Tom T. Hall, "Harper Valley" is also a hit in many other countries.

## Philips Sonora Moves

STOCKHOLM—As of Jan. 1, AB Philips-Sonora moves to a new address at Banergatan 43, 115 22 Stockholm. New phone number is 67 04 40.

The company also has a new post address, AB Philips-Sonora, Fack, 100 55 Stockholm 10.

Record sale and distribution are handled by the distribution organization GDC.

Another change is also noted as far as the administration of the company is concerned. Bo Kinntorph, formerly with the Swedish Folk Parks organization, has been appointed head of Philips-Sonora, effective Jan. 1, 1969. Former head of Philips-Sonora, Eddie Landqvist, who also has been the head of the distribution organization GDC continues as head of the latter, which has been expanding so much that it takes all his time.

## Fifth Dimension Tours Europe Through Jan.

NEW YORK—The Fifth Dimension will spend January touring Europe on a 30-day string of appearances.

The Soul City group saw Europe for the first time last September when they taped "The Tom Jones Special" which is to be aired Jan. 9. Their upcoming itinerary features a "Julie Felix Show" for BBC (7), the TV Nite Club in Munich (8-9), KRO-TV in Amsterdam (11), U.S. Army bases in Frankfurt (16-17), MIDEM's convention in Cannes (18-19), record promos in Frankfurt & Berlin (21-22), Gala Nite Ball Pare in Munich (23-25), Senta Berger's tv show in Munich (27-28), and the San Remo Song Festival through the end of January.

Each of the five will than take off on separate vacations and return to the U.S. by Feb. 9.

## CBS In Australia Fetes Tony Bennett

NEW YORK—CBS recording artist Tony Bennett, recently on tour in Australia, was the guest of honor at a cocktail party hosted by the Australian Record Co., CBS International's Australian subsidiary. The party was held in the John F. Kennedy room of Sydney's Chevron Hilton Hotel. The party was attended by approximately 250 guests including members of radio, TV, the press, and retail record trade.

# Disney Maps Three Year Plan For Kiddie Disk Program In Latin Amer.

HOLLYWOOD—The Walt Disney Music division has an ambitious three year plan for the production, distribution, and sale of Disneyland kiddie disks in Latin America.

While it is true that in the past Disney has licensed various companies in Latin America to produce children's records, most of the programs have been minor in nature and have been dependent upon the efforts of the individual licensees. Now Disney will arrange for co-production of printing runs of booklets that accompany the very successful 7-inch LLP Line; and the booklets that accompany the popular 12-inch book-and-record Storyteller Line, as well as regular jackets for normal LPs. Records for insertion in these LP packages will be pressed in the individual countries.

Coordinating this new activity will be a committee of three, consisting of Phil Sammeth, who headquarters at the Disney Studio in Burbank; Alberto Goldberg, long time Disney merchandising and music representative, headquartering in Buenos Aires, Argentina; and Carlos Bustamante, Disney's merchandising and music representative in Mexico.

The three year program will involve a large amount of new recording, some of which will be done in Mexico City, as in the past, under the supervision of Edmundo Santos, who has for 25 years been responsible for the dubbing of Disney films and television shows into Spanish.

## New Group Formed By Traffic Members

LONDON—Three former members of Traffic have joined with Mick Weaver (known professionally as Wynder K. Frog) to form Mason, Capaldi, Wood and Frog. Dave Mason, who left Traffic several months ago, explained that the new combination is not an attempt to reincarnate Traffic, but will concentrate on becoming established as four individual musicians.

The other two Traffic members in the group are Jim Capaldi and Chris Wood. Stevie Winwood, the best known of the Traffic clan, has not announced his future plans, although he is currently sitting in on Noel Redding's (of the Jimi Hendrix Experience) first solo LP sessions.

The new group will record for Island Records in England, under the production reins of Jimmy Miller. Chris Blackwell will manage. First sessions are set for early January.

Advertisement

CAPITOL RECORDS APPOINTMENT

**Ronald M. Plumb**

Mr. William B. Tallant, Jr. Vice-President, Foreign Subsidiaries, Capitol Records, Inc. has announced the appointment of Mr. Ronald M. Plumb to the position of Executive Vice-President and General Manager of Capitol Records (Canada) Ltd. In this position, Mr. Plumb will be responsible for the overall direction of Capitol Records (Canada) Ltd. and its subsidiary companies.

Mr. Plumb is a member of the Canadian Institute of Chartered Accountants and is a graduate of University of British Columbia. In his three years with the Capitol group of companies, he has served in various executive capacities in Canada and in Hollywood, California. Immediately preceding his present appointment, he was Vice-President, Finance, Capitol Records (Canada) Ltd.

Advertisement

## New Logo, 2 Labels For Canadian London

MONTREAL — Richard Glanville-Brown, publicity man for the national merchandising department of London Records of Canada last week announced that the firm has adopted a new logo which is designed for increased identification of product and labels with the firm, and that two labels, Amaret and Cycnus, have been acquired. The latter, a French classical label, offers a largely baroque repertoire. According to Jacques Druelle, eight of the first thirteen albums to be released have won the Grand Prix du Disque.

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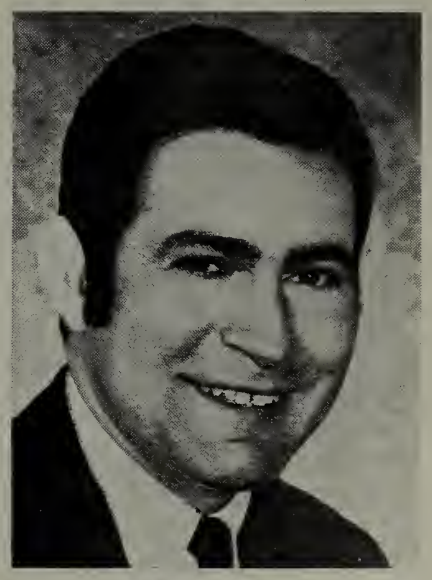
CAPITOL RECORDS APPOINTMENT



**Albert G. Renka**

Mr. E. Taylor Campbell, Vice-President, Marketing, Capitol Records (Canada) Ltd. announces the appointment of Albert G. Renka to the position of National Advertising and Promotion Manager.

Mr. Renka will be responsible for the creation and development of advertising and promotional campaigns for all Capitol product lines. He will act as Capitol's liaison with all Canadian radio stations and be directly involved with all artist relations.

Mr. Renka brings to Capitol a wide background in Sales, Advertising and Promotion. He graduated from Ryerson Polytechnical Institute—Business Administration with a specialization in Marketing.

ADVERTISEMENT

# CashBox Scandinavia

## Sweden

Lee Hazlewood in town for TV show and for the occasion publisher Stig Anderson gave a press party at Sweden Music's office. Swedish TV presented their show with Aretha Franklin Dec. 13th, a show recorded while the Atlantic songstress appeared at a Stockholm nightclub, Metronome Records followed up with a special campaign for her records.

Releases from Scan-Disc includes a new single with **Bertil Englund**, who has done "You May Not Remember" in Swedish b.w. at local tune. **Anne-Christine Ek** and **Jeja Sundström** also have new singles.

Norwegian group Gluntan has done "Little Green Apples" and "I'm A Lonesome Fugitive" for the EMI label Columbia. The group has done very well recently in their native Norway.

Actual releases from Karusell Grammofon AB includes another Polydor lowprice LP with Bee Gees. At MGM, an LP album from "Hair," at the moent one of the most discussed stage performances in Stockholm.

Paul Butterfield Blues Band to Sweden in January, contracted for appearances in Stockholm, Gothenburg and Lund. Swedish group Los Comancheros back in Sweden after a tour in Germany and Holland. Swedish group Ola & Jangles now on tour in Norway. Hoods, also a local group, started their third Danish tour just before Christmas. British group Gilded Cage to Stockholm, contracted to Jesse Jönsson, one of Stockholm's many teenage spots. Slam Creepers, a Swedish group, now on tour in England.

Releases from Sonet Grammofon AB includes "Tom—Nature Boy," an LP album with **Tommy Körberg** who is one half of the popular **Tom & Mick**. **Gunnar Bergström** produced. He produced the LP album "Happy Days" with the Stockholm group New Generation, just released at Sonet.

**Jimi Hendrix Experience** to Stockholm where they appear Jan. 9. British group **Spooky Tooth** here last week as first group at just-opened teenage spot Jesse Jönsson, an old dance hall in Stockholm modernized to meet the requests from the younger generation now being the main audience.

AB Philpis-Sonora introduced record debutants, **Kare Sundelin.** He started his career by making a single in Germany where he is known as **Karl Kristian.**

## Denmark's Best Sellers

| This Week | Last Week | Weeks On Chart | |
|---|---|---|---|
| 1 | 1 | 6 | De voiler du plukker (Lemon Tree) (Johnny Reimar/-Philips) Musikförlaget Essex AB, Sweden |
| 2 | 2 | 6 | Vi danser (Azzurro) (Gitte Haenning/HMV) Imudico A/S, Denmark |
| 3 | 3 | 4 | Vi får vel sol igen engang (The Garden Of My Home) (Two Danes/CBS) Dacapo Musikforlag, Denmark |
| 4 | 5 | 3 | Listen To Me (Hollies/Parlophone) Dacapo Musikforlag, Denmark |
| 5 | — | 1 | With A Little Help From My Friends (Joe Cocker/Polydor) Dacapo Musikforlag, Denmark |
| 6 | 7 | 3 | Lille Amor (Little Arrows) Bjørn Tidmand/Odeon) Sweden Music AB, Sweden |
| 7 | 4 | 10 | Little Arrows (Leapy Lee/Stateside) Sweden Music AB, Sweden |
| 8 | 6 | 10 | Those Were The Days (Mary Hopkin/Apple) Musikförlaget Essex AB, Sweden |
| 9 | — | 1 | Only One Woman (Marbles/Polydor) Dacapo Musikforlag, Denmark |
| 10 | 8 | 7 | My Little Lady (Tremeloes/CBS) Sweden Music AB, Sweden |

## Norway's Best Sellers

| | | | |
|---|---|---|---|
| 1 | 1 | 4 | Fru Johnsen (Harper Valley P.T.A.) (Inger Lise Andersen/ RCA Victor) Sweden Music AB. Sweden |
| 2 | 2 | 17 | Romeo og Julie (Romeo und Julia) (Inger Lise Andersen/ RCA Victor) Sweden Music AB, Sweden |
| 3 | 6 | 2 | Rain And Tears (Aphrodite's Child/Mercury) Sonora Musikkforlag A/S, Norway |
| 4 | 3 | 15 | Hey Jude (Beatles/Parlophone) Sonora Musikkforlag A/S, Norway |
| 5 | 5 | 11 | Those Were The Days (Mary Hopkin/Apple) Musikförlaget Essex AB, Sweden |
| 6 | — | 1 | Eloise (Barry Ryan/MGM) (Belinda (Scandinavia) AB, Sweden |
| 7 | 4 | 7 | Langs hver en vei (The Fugitive) (Gluntan/Odeon) Palace Music (Sweden) AB, Sweden |
| 8 | — | 1 | Only One Woman (Marbles/Polydor) Sonora Musikkforlag A/S, Norway |
| 9 | 10 | 4 | My Little Lady (Non illuderti mai) (Tremeloes/CBS) Sweden Music AB, Sweden |
| 10 | 11 | 4 | With A Little Help From My Friends (Joe Cocker/Polydor) Sonora Musikkforlag A/S, Norway |

## Sweden's Best Sellers

| | | | |
|---|---|---|---|
| 1 | 5 | 2 | Arrivederci Frans (Arrivederci Hans) (Ann-Louise Hansson/Philips) Sweden Music AB, Sweden |
| 2 | 1 | 5 | Let's Dance (Ola & Janglers/Gazell) E. H. Morris Nordiska AB, Sweden |
| 3 | 4 | 5 | Little Arrows (Leapy Lee/Stateside) Sweden Music AB, Sweden |
| 4 | 2 | 6 | Romeo och Julia (Romeo und Julia (Inger Lise Andersen/ RCA Victor) Sweden Music AB, Sweden |
| 5 | 8 | 2 | Ajajajajaj (Luglio) (Osten Warnerbring/Karusell) Sonora Musikförlag AB, Sweden |
| 6 | 3 | 11 | Those Were The Days (Mary Hopkin/Apple) Musikförlaget Essex AB, Sweden |
| 7 | 6 | 3 | With A Little Help From My Friends (Joe Cocker!Polydor) Sonora Musikförlag AB, Sweden |
| 8 | — | 1 | The Beatles (Beatles/Apple, 2 LP) |
| 9 | 7 | 3 | Fröken Fredriksson (Harper Valley P.T.A.) (Björn Ulvaeus/Polar) Sweden Music AB, Sweden |
| 10 | 9 | 6 | Natten har tusen ögon (Cuando sali de Cuba) (Jan Oilers/ Anette) Sonora Musikförlag AB, Sweden |

# CashBox Japan

Japan Disc Grand Prize 1968 was awarded to **Jun Mayuzumi**, Toshiba songstress, for her recording of "Tenshi no Yuwaku," written by **Rei Nakanishi** and composed by **Kunihiko Suzuki**. According to Toshiba, this record has sold 1,700,000 copies since release in May, '68. This title of the most promising new male vocalist was won by **Ken Yabuki** (Teichiku), and the most promising new female vocalist was **Kaori Kumi** on Nippon Columbia, while the most promising new group was **Pinky & Killers** (King). The group was founded modelling on **Spanky & Our Gang** (U.S. Mercury), and has been keeping a long-run sales with the debut single "Koi no Kisetsu' 'since the end of summer.

It has been a trend in the local pope scene in '68 that, as a counter-movement against westernized "group-sounds" supported by the enthusiasm of teenagers, soft-beat sentimental songs started to regain the hit charts by appealing to grown-up generations. Several soft vocal groups made their success. Among them are **Los Primos** (Crown), **Tokyo Romantica** (Teichiku), who won the prize for the best performance on records, and **Colo-Latino** (Columbia). These groups have frequently made their way to the central hit charts by being featured on the wire broadcasting in local districts. The wire broadcasting in local districts. The wire broadcasting service has recently become a very important part in the local hit scene, and the Wire Broadcasting Prize sponsored by the wire service asssociation was awarded to **Sinichi Mori** (Victor) as the most programmed singer. At the same time, female solo singers have been very active during the year, especially **Yukari Itoh** (King) and above-mentioned **Jun Mayuzumi.**

Trio K.K., a leading audio-products maker, has announced that the company will initiate producing open-reel pre-recorded tapes and releasing records. Trio has been an import distributor of Charlin Records of France for the past four years, and now they intend to launch more positively into the music business. To start with, the company has made an exclusive contract with German label Wergo Records which is exclusively devoted to contemporary classical music. The initial release of the Wergo catalog include two albums, "Sonatas of C. Debussy" and "Works of G. Ligeti." They are priced at Y2,600 ($7.22), 30% higher than the noral prices of LP records. The release of the 4-track open-reel pre-recorded tapes has just initiated with the recording of **Concertgebouw Chamber Orchestra** which were taken during their Japanese tour last September, and a Charlin recording of Japanese traditional music. Trio's record sales route has at present about 300 dealers and they intend to obtain 400 dealers more in the first half of this year .

The total output of prerecorded tapes during six months between April and September, '68, has been annnounced by the Japan Music Tape Association as follows: cartridge tapes, 2,900,673 pieces; musicassettes; 375,295 pieces; open-reel tapes, 76,997 reels. Comparing these figures to those of the previous period (October, '67-March, '68), cartridge tapes have increased by 84%, and the output of musicassettes shows a most remarkable increase, 600% over the previous six months. But the output of open-reel tapes has decreased by 8%. Recent development of musicassette market can be attributed to the initiation of release of EP cassettes by record makers in the latter half of 1968, and the market still promises a great expansion in the new year.

Nippon Grammophon has announced that during the three months between October and December, '68, "The Dock Of The Bay" by **Otis Redding** has sold approximately 400,000 copies; "Hold On" by **Sam & Dave**, 250,000 copies; "Purple Haze" by **Jimi Hendrix**, 100,000 copies; and other successful items have been "Amen" by **Otis Redding** and "People Got To Be Free" by the Rascals.

English group **Dave Dee, Dozy, Beaky, Mick & Tich** was signed for a three-week tour in Japan in February by Kyoko Kikaku Agency.

## Japan's Best Sellers

### ALBUM

| This Week | Last Week | |
|---|---|---|
| 1 | — | Human Renaissance—The Tigers (Polydor) |
| 2 | 1 | Otaru-No Hitoyo—Same Taylor (Teichiku) |
| 3 | 4 | Haru-No Umi—M. Inoue & Sharp Five (Columbia) |
| 4 | 2 | Folk Crusaders in Concert—The Folk Crusaders (Capitol) |
| 5 | 3 | Sound Of Silence—Simon & Garfunkle (CBS Sony) |

### LOCAL

| This Week | Last Week | |
|---|---|---|
| 1 | 2 | Ima-Wa Shiawase-Kai—Nitsuo Sagawa (Columbia) |
| 2 | 1 | Koi-No Kisetsu—Pinky & Killers (King) |
| 3 | 5 | Nagasaki Blues—Mina Aoe (Victor) |
| 4 | 3 | Shirisugita-None—Los Indios (Polydor) |
| 5 | 4 | Asa-No Kuchizuke—Yukari Itoh (King) |
| 6 | 6 | Toshiue-No Hito—Shinichi Mori (Victor) |
| 7 | 7 | Hitori Sakaba-De—Shinichi Mori (Victor) |
| 8 | 10 | Aisurutte Kowai—Jun & Nene (King |
| 9 | 8 | Kiri-Ni Musebu Yoru—Ken Kuroki (Toshiba) |
| 10 | — | Washi-Tte Damena Omna-Ne—H. Wada & Mahina Stars & K. Ogata (Toshiba) |

### INTERNATIONAL

| This Week | Last Week | |
|---|---|---|
| 1 | 1 | Sayonara-No Atode—The Blue Comets (Columbia) Publisher/ Watanabe |
| 2 | 2 | Yuuzuki—Jun Mayuzumi (Capitol) Publisher/Ishihara |
| 3 | 15 | Aoi Tori—The Tigers (Polydor) Publisher/Watanabe |
| 4 | 6 | 13 Jours En France—Francislai (London) Sub-Publisher/Pacific Music |
| 5 | 3 | Sound of Silence—Simon & Garfunkle (CBS) Sub-Publisher/Shinko |
| 6 | 4 | Hey Jude—The Beatles (Odeon) Sub-Publisher/Toshiba |
| 7 | 7 | Okaasan—The Tempters (Philips) Publisher/Tanabe |
| 8 | — | Those Were the Days—Mary Hopkin (Apple) Sub-Publisher/Shinko |
| 9 | 5 | Haikyo-No Hato—The Tigers (Polydor) Publisher/Watanabe |
| 10 | 10 | Chiisana Nikki—The Four Saints (Express) Publisher/Pacific Music |
| 11 | — | Imujin Gawa—The Fourshureek (Young Pops) Sub-Publisher/ Osaka Roon |
| 12 | 9 | Be My Baby—The Ronetts (London) Sub-Publisher/Shinko |
| 13 | 11 | Simon Says—1910 Fruitgum Co. (Columbia Sub-Publisher/ Aberbach Tokyo |
| 14 | 8 | Twenty Ten—The Fairly Dust (king) Sub-Publisher/April Music |
| 15 | — | Goodnight Baby—The King Tones (Polydor) Publisher/J&K |

CashBox

# COIN MACHINE NEWS

## EDITORIAL: *New Year's Resolution 1969*

Salesman or buyer—which are you? Like it or not, you the operator are a salesman. Question is whether you are a good salesman or a poor one. It's common knowledge that one's success in this music and games business depends in large part upon his financial ability to give a perspective location "X" amount of dollars . . . in the form of a loan, advance or bonus. But landing a location in this manner is not really "selling". Plain and simple, it's a purchase.

The American Marketing Association defines selling as: "the personal or impersonal process of assisting and/or persuading a prospective customer to buy a commodity or a service or to act favorably upon an idea that has commercial significance to the seller." Realizing that the loan/bonus cancer grew from out of stiff competition among operators, it is at least theoretically possible for you to stop "out buying" your competition and start "out selling" them. But before you can accomplish this you must learn how to sell yourself, your firm, your ideas and your service to location owners. They **will** buy . . . but first you **must sell.**

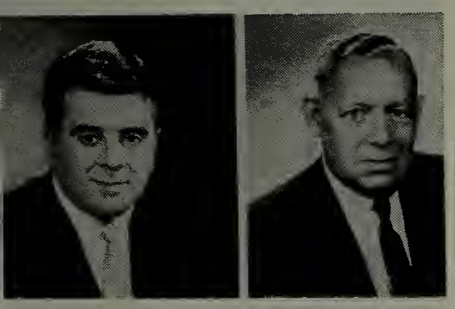
Selling your services to a location depends largely upon how you handle its ownership, for the ability to handle people is the basis of leadership in any field of endeavor. B. C. Forbes, a very wise gentleman, once said: "to succeed in business you must learn how to get people to do what you want them to do. Success is largely salesmanship."

Point is, salesmanship is nothing more than the ability to handle people.

You might say, "why should I try to sell a location when Harry can buy one by slipping the owner a few bucks?" Unless you can afford to slip the owner a few bucks **more** than Harry, then you better learn how to **sell** if you want to be successful. Harry really isn't going anywhere . . . unless you consider pricing yourself out of business is admirable. Our economy has been built largely on the basis of private enterprise and free competition. Competition is here to stay and it is the persistance on this competition which makes salesman necessary and the good salesman a valuable specialist.

What this article boils down to is this: it is **not impossible** to rid this business of the loan/bonus cancer. With each passing day we are becoming a more professonal industry . . . an industry that needs men who make their mark by their wits rather than the wallet. It's time we all started acting like professionals . . . time locations were earned with talent—not money. And that's our suggestion for the trade's New Year's Resolution for 1969.

## *Nicastro CU Prexy*



NICASTRO SIEGEL

LOS ANGELES—The board of directors of Commonwealth United Corp. have announced the election of A. Bruce Rozet as chairman of the board and chief executive officer, and Louis J. Nicastro as president and chief operating officer of Commonwealth. Nicastro, who also was elected a director of Commonwealth, will continue as president of The Seeburg Corp. Rozet, who has been president and chief executive officer, replaces as chairman of the board Theodore R. Sayers who resigned to devote more time to his personal interests. Sayers continues as a director of Commonwealth United.

It was also announced that several other Commonwealth United top management appointments had been made. Oliver A. Unger was named vice chairman of the board of directors; Irving Goldstein, formerly vice president of administration and finance, was elected senior vice president-corporate planning and development; Richard A. Sarazen, a Seeburg officer, was elected vice president-finance of Commonwealth; Arne Kalm was elected vice president-corporate development, and Arthur Siegel was elected vice president.

Commonwealth United Corporation, with active interests in entertainment, real estate, oil and gas, professional services, and leisure products, recently acquired a 20% interest in The Seeburg Corporation.

## Raven Electronics to Exhibit New Fruit Machine

RENO—Lane G. Fleischer, European sales manager for Raven Electronics of Reno, and Henning Madison of Transcon Electronics, Ltd. of Vancouver, B.C., will display at the Amusement Trades Exhibition, January 14, 15 and 16, Raven's solid-state pay-out amusement machines. "These solid state machines have no moving parts, are trouble free and will never wear out," Fleischer said. "This equipment is now being used with great success in Las Vegas at such resort hotels as the Saraha, Flamingo, Desert Inn, Mint, in Reno and Lake Tahoe at Harrah's, Harold's, Cal-Neva, Horseshoe, Saraha Tahoe, Harrah's Tahoe and the soon to be opened, Cal-Neva Lodge. These machines will be displayed with our United Kingdom agents for the exhibition, Amusement Equipment Company, Ltd. on stands L3 and L4," Fleischer concluded.

Raven Electronics New Solid State Mini-Bingo & Fruit Machine

## SPAULDING BUYS FISCHER MFG.

CHICOPEE, Mass.—A.G. Spalding & Bros., Inc., has entered another area of leisure time activities with the purchase of a pool and billiard table manufacturer.

Spalding, a subsidiary of Questor Corp. (formerly Dunhill International Inc.) announced December 10 the purchase of all outstanding shares of capital stock of Fischer Manufacturing Co. of Tipton, Mo. Fischer has been a family-owned producer of home and coin operated billiard and pool tables for over 20 years.

The announced purchase price was $4,500,000. Fischer's 1968 sales volume will be approximately $5,000,000, and net earnings will exceed $450,000.

In making the announcement, Edwin L. Parker, Spalding president, noted that billiard and pool tables and supplies are one of the fastest growing segments of the recreation industry, second only to outdoor winter sports equipment.

Fischer is recognized as one of the largest suppliers of coin-operated tables, and its home or retail sales should receive a considerable boost through added distribution sought by Spalding's worldwide dealer sales force.

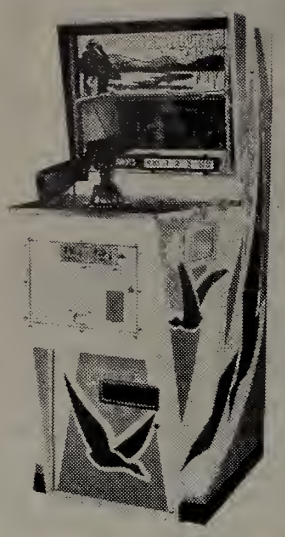
Ewald Fischer, president and founder of Fischer Manufacturing Co., announced his withdrawal from active management of the firm, but he will continue as a consultant.

Charles Bailey, who has been deeply involved in Fischer's day-to-day management for several years, has accepted the position of president and general manager. No other management changes are anticipated, the announcement said.

## New LLP's from Garvin

CHICAGO—Robert Garmisa, head of Garwin Sales, national distributor for the Little LP, has issued a list of new releases "now available for immediate delivery." Included are "Dionne Warwick-Golden Hits Vol. 1" (Scepter), "Dionne Warwick-Valley Of The Dolls" (Scepter), "Billie Holiday's Greatest Hits" (Decca), "Glen Gray And The Original Casa Loma Orchestra's Greatest Hits" (Decca), "Whoopee John Orch.-Happy Time In That Old Time Style Polkas, Waltzes, Schottische" (Decca), "Tender Lovin' Country Sound Of Wilma Burgess" (Decca), "Burl Ives-Sweet, Sad And Salty" (Decca), "Dixieland's Greatest Hits Played By The Dukes Of Dixieland" (Decca), "Pete Fountain Plays Bert Kaempfert" (Coral), "Ray Anthony Now" (Ranwood), "L. Armstrong-'What A Wonderful World'" (ABC) and "The O'Kaysions-'Girl Watcher'" (ABC).

## New SEGA Gun To Bow at ATE



### SEGA DUCK SHOOT

TOKYO—After many months of factory and location testing, SEGA Enterprises has officially released their fresh approach to gun games —Duck Hunt. Duck Hunt incorporates unusual audiovisual concepts and many new features.

Solid-state and electro-mechanical sound effects include gun fire and wild duck quacking. Perforated targets are vended from the front of the game, for a permanent record of the shooter's skill. The individual targets stimulate re-play.

Animated ducks fly from left to right on a special screen and disappear from view when hit by the marksman. Players use a simulated shotgun and are required to "lead" the ducks—as in regular duck hunting.

A perfect score wins an optional free game at the press of a button. Head shots score 15 and body shots 10. Scores are shown on the game and precision markmanship is registered on the front-vended targets.

The moving "sky screen" is framed by an authentic duck hunting scene. The well designed game housing is attractively decorated in aqua-green and brown. Although simulating realistically the sport of duck hunting and embodying many innovations, the new SEGA Duck Hunt is simple to service and maintain. Game income at test locations has proven to be exceptionally high because of the three factors of sound effects, spectator participation, and vended target.

Duck Hunt is now being distributed throughout Japan, with the first international showing scheduled for the January Amusement Trades Exhibition in London.

## Rock-Ola Revamps N.Y.S. Network

CHICAGO—Mr. David C. Rockola, president, Rock-Ola Manufacturing Corporation has announced several changes in Rockola's distributor network for its line of music and vending equipment in Upstate New York.

Advance Vending Distributors, 601 Thompson Road, North, Syracuse, New York, has been appointed to handle Rock-Ola's music line in the central portion of the State of New York bounded on the East by and including the following counties: Franklin, Hamilton, Herkimer, Otsego, Chenango and Broome. Bounded on the West by and including the following counties: Cayuga, Seneca, Schuyler, Tompkins and Tioga.

Advance Vending, under the ownership of Mr. Maurice Lerner along with his Sales Manager, Mr. Jack Shawcross, has also been appointed to handle the Rock-Ola line of vending equipment in the western and central portion of the State of New York bounded on the East by and including the following counties: Franklin, Hamilton, Herkimer, Otsego, Chenango and Broome.

The second announcement is the addition of extra counties to the territory of Albert Simon, Inc., 587-9 Tenth Avenue, New York, New York. In addition to its territory in Eastern New York, Albert Simon, Inc., will now cover the following counties in Upstate New York for both Rock-Ola's music and vending equipment: Albany, Rensselaer, Greene, Columbia, Sullivan, Ulster, Dutchess, Orange, Clinton, Essex, Warren, Washington, Saratoga, Schenectady, Schoharie, Delaware, Fulton and Montgomery.

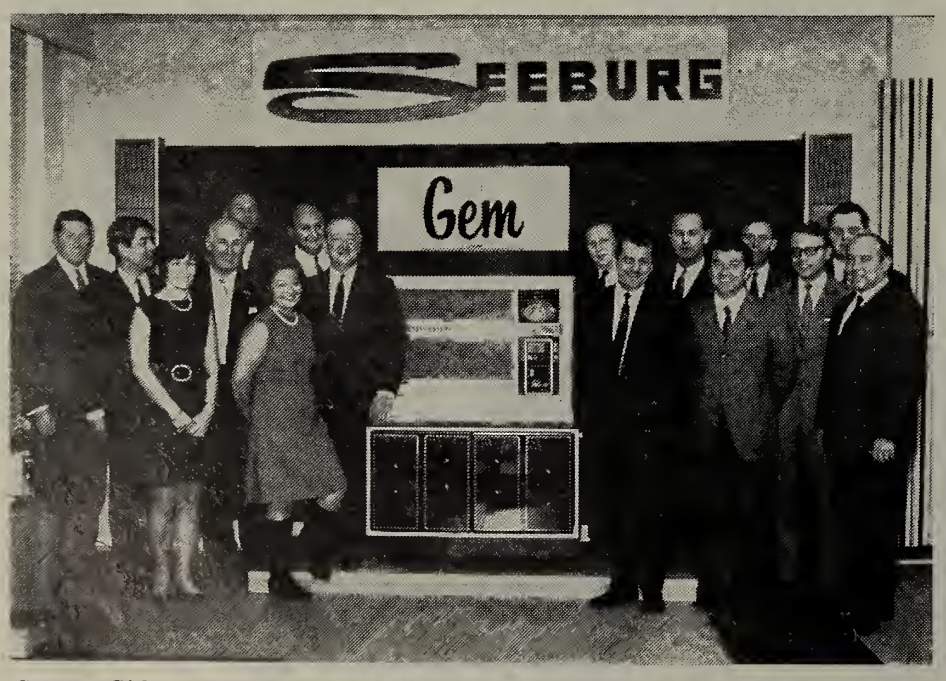
## Seeburg Releases GEM to Europe Trade

CHICAGO—George Gilbert, president of Seeburg International, a division of The Seeburg Corporation, did the European "scene" recently when he introduced the new Seeburg Gem coin-operated phonograph to the overseas music trade. The "reveal" took place in the showrooms of Seeburg's European affiliate, SEEVEND, Hamburg, Germany.

"The European trade," comments Gilbert, "lauded the 1969 Gem concept—its location geared colors, the dynamics of the new Gem sound. We've had magnificent acceptance abroad I'm happy to say."

"Another important aspect of Gem's European debut was the introduction of Seeburg's innovative universal column speakers . . . auxiliary units that brilliantly highlight the 'bigness' of both American and European music."

A post-debut cocktail dinner hosted by Seeburg was held in the famous Hotel Atlantic, Hamburg.




George Gilbert (left of phonograph) with German ops and Seevend reps at GEM preview.

## East Meets West at SEGA Enterprises

**TOKYO—If any individual could be singled out for laudable accomplishment within, and on behalf of, the coin machine industry during 1968, that gentleman would unquestionably be David Rosen, the man whose courageous and imaginative blending of the products and tastes of East and West have resulted in the highly profitable mixture today known the world over as SEGA Enterprises, Ltd.**

**Rosen's role in literally creating the Japanese coin machine industry was crowned with his development of several games whose acceptance around the globe, including the U.S.A., has dented the world's resistance to operating anything other than American-made machines. How did he do it . . . why did he try? His thoughts on the subject are inspirational and through his own words we'd like to share the Rosen philosophy with tradesmen everywhere.**

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"Many American firms which have attempted to do business in Japan have not been successful because they have paid insufficient attention to the true conditions existing here. On the other hand, many Japanese companies are not as successful as American enterprises because their efforts are not channeled advantageously. With these points in view, we are adapting the good features of American management techniques to Japanese business practice."

David Rosen, a youthful appearing company executive who has established a company here as an American, speaks slowly but with fervor and conviction on the way he administers his corporate operations.

"Our most important administrative objective is the development of managerial personnel. In this task we take what is applicable from American management and adapt it to the situation here in Japan." Mr. Rosen indicated.

As the firm is achieving a growth rate in excess of 30% a year, qualified management level people are constantly in demand. Naturally, this (developing of managerial personnel) has imposed a considerable burden on the president, himself. It has been an essential precondition for him to establish workable systems allowing the assignment of early responsibility to the persons he has caused to be trained.

Hasty and large-scale recruitment of manpower in the American way has been precluded because the confusion this would have caused among key personnel would have resulted in a decrease in efficiency. With this in view, efforts have been directed to "hard training" of talented people within the company. Similar to other progressive Japanese firms, salary and wage administration have been carefully based upon a flexible seniority system.

Although Rosen is a chief executive of American nationality, he has not only established his own firm here but pioneered his lines of business in Japan. His business had a formal start in the 50's when he first imported and began operating or leasing American equipment. He was 25 years old at the time his business was launched and had visited Japan several times. Advice was received from his father—who was in the import/-export business — and from other friends.

Bank financing was not easy at first because of (Rosen's) American nationality. He has wisely made no major change in banks in the intervening years, preferring to use his original two banks. This was done, he explains, for the primary reason of establishing firm relations and mutual confidence with the banks. In this manner, he has created an excellent and smooth working relationship with his selected financial institutions.

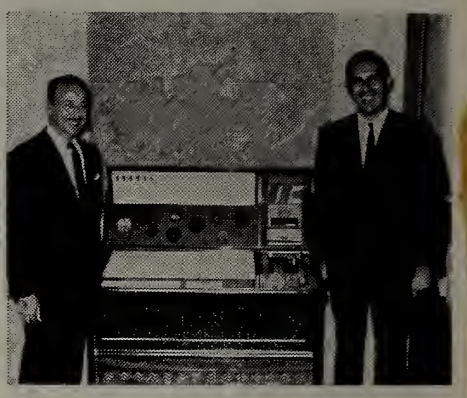
The company now grosses approximately 5 billion yen annually in machine sales and lease income. There was, in practical terms, no leisure industry in existence when the venture was started. The coin-operated phonographs, amusement machines, bowling centers and so forth initiated by Rosen were all new or unknown in Japan.

Naturally, the profits realized have

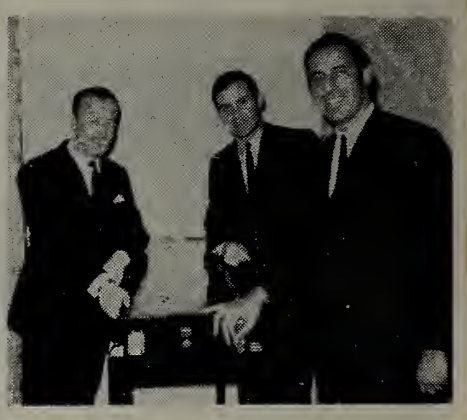
(Continued next page)

## British Distribs Tour Rock Plant

CHICAGO—During the recent International Association of Amusement Parks Show in Chicago, two distinguished members of the coin machine industry from England visited the Rock-Ola Manufacturing Corporation's plant. Michael J. Green and Gordon Marks, two of the principals of Phonographic Equipment Company and their associates Ruffler and Walker, Rock-Ola's phonograph distributor in Great Britain, took time out from their very busy schedule to tour Rock-Ola's manufacturing facilities. The visitors were escorted on their tour by Dr. David R. Rockola, Vice President, and Arthur Janacek, Rock-Ola's Export Manager.



Gordon Marks (left) standing with Michael Green alongside Rock-Ola's new Model 440 Deluxe 160-selection phonograph.



Dr. David Rockola (center) with visitors Marks and Green playing a piece of historic antiquity, the famous Rock-Ola "World Series" pin game which astounded the coin machine world way back in 1934.

Michael Green, Gordon Marks and Arthur Janacek inspecting part of the phonograph production line.

# SEGA-Tailoring Machines for the Japanese Player

been large. However the initial decisions to go ahead in these new lines required great courage. They also required detailed studies and investigations with unique techniques of his own creation.

Helping him in his work has been a good knowledge of the U.S. leisure industry. A number of industries have been set-up in Japan following the American format. The leisure industry is one example of this phenomenon. Amusement machines imported from the U.S. by Americans have, in the past, seemed to have been more suitable for the amusement concepts they have served than similar machines made by Japanese following the American pattern. This (familiarity with overseas amusement concepts) cannot be overlooked as an important factor in SEGA's growth.

"Success in the leisure industry depends upon the successful development of ideas" Rosen stressed emphatically. He has, therefore, established a company program for systematically developing and evaluating ideas. This is one area where success has resulted from the incorporation of American management techniques.

SEGA's Research & Development Department coordinates weekly conferences between sections to obtain and use good ideas.

SEGA's successful emphasis on managerial creativity is not restricted to new designs and mechanisms; ideas are constantly sought for improving the company's administration.

One example of an idea which was unprecedented in this country was that of the leasing of vehicles for business operation. SEGA wanted to lease vehicles in 1960, but close investigation revealed that the concept was unknown here. Consequently, Rosen approached automobile manufacturers with specific proposals. After explaining the American system of car leasing to executives in allied fields, he achieved his goal and started leasing in 1960. At present SEGA leases more than 200 vehicles.

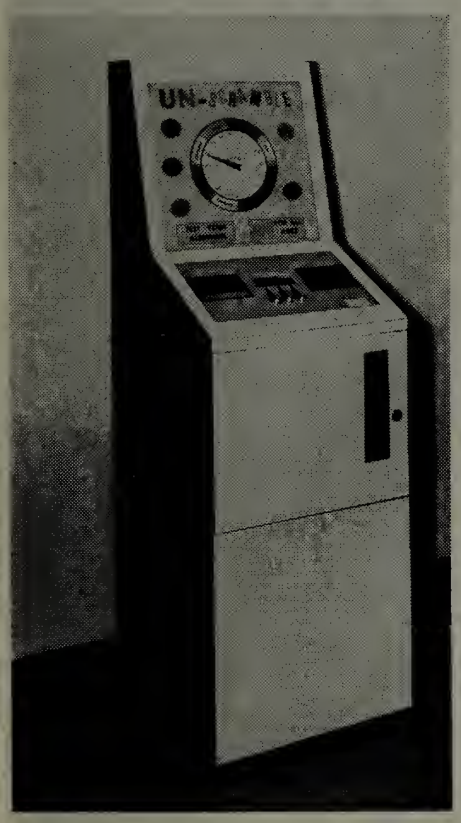
Rosen explained that for reasons of efficient service and management, he finds his action in leasing a vehicle fleet fully justified. "I knew that the auto lease business would become popular in Japan" he indicated.

Rosen expressed the importance of planning for the future. As an example, he states that "with travel to the moon probable by U.S. astronauts in the next year or two, it is reasonable to consider developing new games incorporating lunar or space-walk designs and motifs."

"In Japan," he commented, "ideas developed by others are not always fully respected. In fact, they are frequently copies." However, in his remarks on international business ethics, he displays a placidity or reserve worthy of the pioneer of the leisure industry: "if our machines are imitated, we will develop still more challenging designs."

"Pioneer of the Leisure Industry" has become a motto of SEGA Enterprises, Ltd. The company is known to have initiated the leasing of coin operated phonographs and machines in Japan, as well as the regular commercial exploitation of bowling centers. The company is also foremost in the leasing of amusement machines on department store roofs and in amusement parks.

## Un-Scramble Released



The 'Un-Scramble' word game, one of the biggest hits of this year's MOA Exposition, is now being shipped. Operators and distributors interested in the amusement piece should contact Jack Mitnick at Allied Leisure Industries, Inc., 705 E. 10th Ave., Hialeah, Fla.

## Cash Box Top 100 Chart Guide

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions ore in numericol order os they broke onto the Top 100

78 Baby, Baby Don't Cry*
Smokey Robinson & Miracles—Tomlo

83 Long Line Rider*
Bobby Darin—Direction

84 Daddy Sang Bass*
Johnny Cash—Columbia

93 I Con't Help It
Al Martino—Capitol

94 People
Tymes—Columbia

95 Will You Be Staying After Sunday

Peppermint Roinbow—Decca
* Indicates Chort Bullet

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# CashBox 'Round The Route

## EASTERN FLASHES

AROUND TOWN—Best for the New Year is extended to the trade by Irv, Howard and Arnold Kaye out at the Kaye factory in Brooklyn. Howie says big item for them in '69 will be spanking new 'Apollo' table line. The new coin-table model "splashed down" at the MOA Expo last October in a preview to the firm's distribs and their operator customers. Should be available in quantity shipments in January. . . Season's best asked to be delivered to the trade via Eastern Flashes last week by Hermitage Music exec **George Mecyssne** visiting in Big Town on business. George buddy **Sol Lipkin** of American Shuffle-info'd he enjoyed lunch with his old board while in this area . . . U.S. Billiards' **Len Schneller** also passes along his New Year greetings to the lads. Results of South Dakota location poll, conducted by the state's Music and Vending Assn., determined that recently concluded 8-ball tourney there was overwhelming success, increased bar business, recruited additional customers and that everyone's looking forward to next outing to begin Feb. 2nd. See separate story. . . Big year end party for the entire staff of **Charlie Bernoff's** Regal Music was held Sat. evening before Christmas at the Press Box Club in Manhattan. Employee longevity was honored during the dinner with such Regal veterans as **Carl Williams, Joe Lebowitz, Mike Goldberg, Hy Margolis, Ber Linn, Irv Linn,** and **Hank Zeichner.**

FROM THE SUNSHINE STATE—Coinbiz patriarch **Jack Mitnick,** currently slugging away with the brand new 'Unscramble' word game (recently released by Allied Leisure Industries, passes on his New Year's wishes to the trade on behalf of him and associate Dave Braun. New amusement game made headlines out at the October MOA Show and should be big location favorite in '69. . .Old buddy **Sol Tabb,** one of Florida's most prominent music and games operators say the year's been real good for his business and passes on his thanks to the factories for putting out some of the best equipment he's ever used. Sol, whose route continues to grow, is one of the trade's most progressive and imaginative operators and is indeed a credit to the business.

ON THE AVENUE—Local ops and distribs will be happy to learn that former Continental credit-finance vet **Art Siegel,** recently appointed Seeburg vice president, has been elected veep of Commonwealth United (firm's new parent company). Our congrats! . . . **Sam** (Music Moments) **Morrison** says the fuel strike has taken its toll on collections in Big Town, with a lot of folks shying away from the chilly taverns and restaurants plus a lot of these locations closed for the duration. Sam warns ops to keep their machines plugged in at these shut down locations to ward off damage to the units that the cold can inflict. "Even tho the place is closed, we should keep the machines turned on," says Sam. "Even the heat from the bulb is enough to keep the machine from freezing up." . . . Sorry to say, nobody knows when this fuel thing will abate. Even a City Hall plea issued over Christmas for the truckers to fuel such emergency spots as hospitals and old age homes only brought out a 25% response. . . . "Strike City" also beset by a dockers strike, has some of our prominent juke and games exporters fuming now. . . .

MONY's **Ben Chicofsky** has put out a mailing to the association's members asking for names for several committees he's attempting to set up. These committees would serve to organize an association blood bank, to boost membership, to advise on the current service-phone answering service problem and one to look into the matter of industry improvement. Several members have replied favorably already on the formation of the committees.

HOME FOR THE HOLIDAYS — Rowe International's **Jimmy Newlander** is off to his home town in Wisconsin right now, visiting the folks and enjoying a real down-home holiday vacation. Big Jim's been putting in a heck of a lot of hours getting the new Rowe superjuke launched and sure could use the rest. Local showing of the new AMI machine will take place down at Runyon on the avenue second week of January. Operators should watch their mails for invites mailed out last week.

FROM PHILLY—**Marc Rodstein** down at Banner Specialty's Philadelphia office, advises that the firm has issued a mailing to its operator-customers inviting them to drop by the showroom for an inspection of the fabulous SEGA Periscope amusement machine. Says boss **Jim Ginsberg** in the letter ". . . this is an amusement game which has achieved a return in excess of $100.00 a day in good locations. It will pay for itself in as little as five weeks when placed properly. Never before in the 51 year history of Banner Specialty have we witnessed an item which gives a better return in investment." Banner distributes the Periscope exclusively in Penn., New Jersey, Maryland, Delaware and D. C. Ginsberg also stated in the mailing that the firm would send its airplanes to fly in any territorial operator located too far from Philly.

MACHINE SPARKS FREAK SHOOTING—Seven men and three women, celebrating Christmas in a Brooklyn tavern, laughed themselves sick early last Wednesday when a customer mistakenly tried to buy a pack of smokes from a jukebox. The poor guy lost 55¢ in the phonograph trying to get a pack of Camels and the witnesses laughed so hard they cried. The gent stormed out, returning 15 minutes later with a .38 caliber revolver where he proceeded to distribute lead among the folks who made fun of him. When the smoke cleared, five men were wounded, one critically. The assailant, later identified as James London, surrendered voluntarily later that day at the Atlantic Ave. police station where he was charged with felonious assault and Sullivan Law violation.

**U.S. Army Commends SEGA's Dick Sykes for Amusement Machine Instruction**—The Adjutant General, United States Army Pacific, has written a letter of commendation to SEGA's **Dick Sykes,** thanking him for his service as a voluntary civilian instructor. Part of the letter follows: (Your work) . . . "should aid materially in improving controls required in the operation and use of amusement machines in Army open messes in the Pacific. Your generous contribution of time and professional assistance to this important training are highly praiseworthy. On behalf of this headquarters and participating commands, my thanks for your efforts in support of the United States Army, Pacific."

HERE AND THERE—Invitations to the "party that will last a whole year" have been mailed out to operator-customers of David Rosen, Inc. The affair, designed to preview "all the brand new profit-makers available in 1969. . . including the new Rowe phonograph," will commence January 5th at the C. R. Club, beginning at 1:00 P.M. and going until 6:00 P.M. It will also serve as a "thank you" party for the firm's customers. **Dave Rosen** extended the open invitation to the trade throughout his entire distributing area which takes in Eastern Pennsylvania, Southern New Jersey, Delaware, Eastern Maryland including Baltimore and Washington, D.C. In addition to the usual compliment of food and drink, there will be music and dancing, favors for everybody, door prizes and guest celebrities to add glamour to the occasion . . . .

# CashBox 'Round The Route

## CHICAGO CHATTER

It's a wonder that production schedules have remained steady at all of the factories here in Chicago, considering the fact that the entire city is in the throes of the flu—in most cases, Hong Kong variety! Local health authorities predict the peak of the epidemic should be reached by the end of January, meaning there are still some hectic days ahead! . . . Nice to hear from coinvet **Jim Mangam**, now retired, who called the CB office last week. He asked us to convey his thanks to all of those in the industry who annually remember his birthday, noted in Cash Box from years back. This particular time, however, Jim had a bet with his wife, Carol, that he'd receive more cards than she and, as of last week, the total was 120 to 37—in favor of Jim! So, let's make it 121—belated birthday greetings, Jim! . . . **Ed Kort**, hard working COIN prexy, notes that the association's next meeting is scheduled for January 12 at the Prom Town House in Omaha. Members are urged to attend, as a full and interesting agenda is planned. . . . The Seeburg "Gem" seems to be creating all sorts of excitement at World Wide Dist. Operator reaction has been terrific, and **Howie Freer** tells us they're profitably going for the 2 for 25¢ play! . . . For those of you who have inquired about the ATE convention in London, those dates are January 14-15-16. . . . Among the hot items out of the Williams Electronics Inc. factory are "Century" bowling alley and "Delta" shuffle. Production's up and sales are great, says Bill DeSelm! . . . All present and accounted for at Atlas Music Co. The flu bug really hit out there but **Joe Kline** tells us things are pretty much back to normal—and he sure hopes it stays that way! We do too, Joe! . . . Here's a reminder from IAAP's executive secretary **Bob Blundred** that the association's third management workshop will be held in Fort Lauderdale, Florida February 5-7, followed by a session in Freeport, Bahamas February 8-9 . . . Busy Rock-Ola executive **Ed Doris** got back from his most recent trip in time to spend the holidays at home. Ditto, **Les Rieck**. Both chalked up plenty of mileage—and plenty of praise for the "440"! . . . **Robert Garmisa**, who heads up Garwin Sales, just issued his latest list of Little LP releases, all of which are available for immediate delivery. (see story) . . . Nice chatting with coinvet **Ed Howard** who is now affiliated with Acorn Mfg. in suburban Franklin Park . . . ICMOA held an officers' meeting in Bloomington, Ill. on the 17th, to outline plans for the coming year. Next scheduled meeting date will be announced shortly . . . Our get well wishes to **Orma Johnson Mohr** of Johnson Vending Service in Rock Island, who is a victim of the flu . . . The recent European unveiling of the Seeburg "Gem" phonograph was a highly successful event! Hosted by **George Gilbert**, president of the firm's International division, affair was held in the Seevend showrooms in Hamburg. Seeburg hosted a cocktail-dinner party, in the Hotel Atlantic, following the showing . . . Center of excitement at the busy J. F. Frantz Mfg. Co. plant appears to be the U. S. Marshall Gun which, **Johnny Frantz** tells us, is creating quite a fuss! . . . Big story out of Seeburg is **Lou Nicastro's** election to president and chief operating officer of Commonwealth United. The latter firm recently acquired a 90% interest in Seeburg Corp. Lou, also elected to Commonwealth's board of directors, will continue on as Seeburg president . . . News dropping in from Japan this week has it that **Gene Watanabe**, manager of SEGA's Tokyo-Higashi branch, triumphed in a companywide contest to win an all expense paid week vacation to Hawaii. In fierce competition with other branch managers, Gene managed to raise his average monthly branch sales proportionately higher than his colleagues. These route collection incentive contests are sound ideas and worthy of consideration by some of the bigger music and games operators we know hereabouts. Anyway, hope everybody will enjoy a happy and healthy New Year!

## MILWAUKEE MENTIONS

The entire Milwaukee area was hard hit by the Hong Kong flu this past week, to the extent that many schools had to be closed and a lot of businesses were operating with skeleton forces. **Sam Hastings** of Hastings Dist. was bedded down, as was Nate Victor and several members of the S. L. London staff. A lot of operators were felled. Let's hope this bug burns itself out before too long—it's murder on business, not to mention how it effects one's health! . . . We did manage to get **Russ Townsend** of United, Inc. on the phone. He's been lucky so far! Russ noted that United's stock of used pingames and phonographs is almost completely exhausted as the result of a big holiday rush for home use, with people buying them for basements, recreation rooms, etc.! . . . **John Jankowski** of Radio Doctors gave us a rundown on what singles local operators are favoring. Topping the list is the new **Guy Marks** novelty tagged "How The West Was Really Won" (ABC). Also, "My Happiness" b/w "Truck Stop" by **Jerry Smith** (ABC), "Kay" by **John Wesley Ryles I** (Columbia) and "Anytime" by **Patsy Cline** (Decca).

## UPPER MIDWEST

**Joe Topic Jr.** in the cities for the day on a buying trip, also picking up parts and records . . . Our congratulations to Mr. & Mrs. **Ernest Woytossek**, Breckenridge on the recent marriage of their son **Vernon**. Vernon is still going to college and is living in Hankinson, No. Dakota . . . Heard that **Stan Baeder's** dad is getting along just fine since having one of his legs removed. He is now back at the hospital at New Rockford . . . **Art Berg** in the cities for the day as was **Jack Godfrey** from Chaska . . . **Mr. & Mrs. J. C. Weber** in town for the day making the rounds . . . **Ralph Sanders** in the cities on a buying trip and buying records and parts . . . **Pete Wornson** in town and still feeling under par. The Hong Kong flu bug knocked him out but good . . . **Terry** and **Vern Boerger** in the cities for the day . . . Glad to hear that **Mrs. Oscar Sundem** is now at home and getting along just fine. Had surgery a few weeks ago . . . **Darlow Maxwell**, Pierre, in the cities for a couple of days on a buying trip . . . **Mr. & Mrs. Lawrence Sieg** in town for the day. Son **Dennis** should be back home from Viet Nam in February. **Fred Norberg**, Mankato, just returned from a 22 day trip to Hong Kong, Tokyo, Jakarta, and Australia. Had a wonderful trip . . . **Herb Peterson** and **Duane Reiners** in town for the day on a hurry up trip . . . **Mr. & Mrs. Earl Schultz** and their son **Craig** in town visiting their daughter and grand children, lest we forget their son-in-law. Craig is on a two week leave from Groton, Conn. He is a lieutenant on one of the nuclear subs . . . **Lloyd Williamson** in town for a few hours on a hurry up visit . . .


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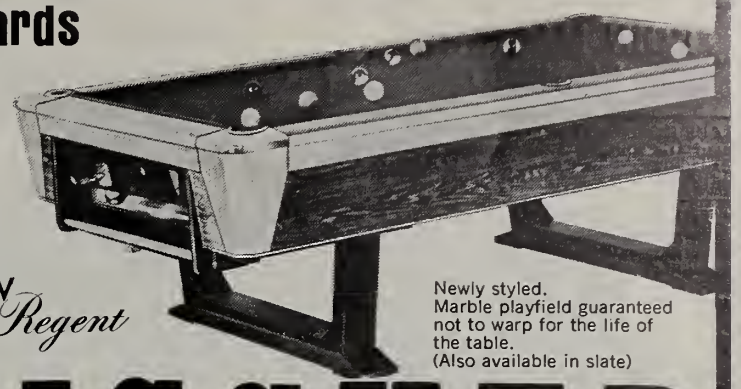

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**Classified Ads Close WEDNESDAY**

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30 BINGOS, 20 TURF KINGS (TO BE SOLD in Virginia only), 25 Novelties, 4 Guns, 4 Shuffles, 3 Baseballs, Lord's Prayer. Call or write E. L. SIMMONS, DANVILLE AMUSEMENT CO., 620 WESTOVER DR., DANVILLE, VA. Phone: 792-5044.

1 Keeney Rainbow 6 card bingo game in A-1 condition. This machine is in storage in Chattanooga, Tenn. If you can use it make best offer to TRI-STATE DIST. BOX 615, ROME, GA. 30161.

"FOR SALE: Seeburg 480's A-1 condition—$600. Call or write: TOLEDO COIN MACHINE, 814 Summit St., Toledo, Ohio 43604. Tel: (419) 243-7191."

SUMMER CLEARANCE Pinball machines right off our routes. Mechanically reconditioned. Hi Dolly, $235; Alpine Club $195; Bonanza, North Star, Merry Widow $165; Zigzag $145; Gigi, Cover Girl, Sweethearts, Tropic Isle $100. STAN HARRIS & CO., 508 W. Venango St., Phila., Pa. 19140.

K-200—$150; AY-160—$375; Flipper Parade, Flipper Clown, Skill Ball, Jolly Joker—$90 each. Flipper Cowboy— $179; Ice Show—$250; Code-A-Phone (Automatic telephone answering machine)—$450. STARK NOVELTY CO. 239 30th St. N.W., Canton, Ohio 44709. Tel: 492-5382.

FOR SALE: BALLY BINGOS & BALLY SLOTS. Also for sale, Jennings, Mills, Pace slots and Uprights, Consoles. WANTED TO BUY: Uprights & Bingos. BALLY DISTRIBUTING CO., P. O. BOX 7457, RENO, NEVADA. PHONE: 702-323-6157.

FOR SALE—20 Bally Champion Horses—$250.00 each. All working mechanically perfect. Phone or write—reference Mr. F. Roper. Mid-West Distributing, 212 N. Madison Street, Rockford, Illinois 61104—962-8887.

FOR SALE: 35 new and used Keeney Twin Dragon Uprights and some New Black Dragons also 50 Bally Grand Stands and Kentuckeys. Will buy Roulette Wheel and American Shuffleboards. SASKATCHEWAN COIN MACHINE CO. 1025-104th St., NORTH BATTLEFORD SASKATCHEWAN, CANADA. PHONE 445-2989—AREA CODE 306.

BINGOS—All models available including GOLDEN GATE and SILVER SAILS. These games are shopped! Call WASSICK NOVELTY at (304) 292-3791. (Morgantown, W. Va.)

FOR THE LOWEST PRICES ON MUSIC AND GAMES CONTACT THE W.S. DISTRIBUTING INC., 126 LINCOLN STREET, BRIGHTON, MASS., TELEPHONE: (617) 254-4040. SPECIAL ATTENTION GIVEN TO IMPORTERS.

BINGOS—BOUNTY, GOLDEN GATES, SILVER SAILS, BORDER BEAUTYS, FOLLIES BERGERES, SHOOT-A-LINES, ZODIAC etc. ROCKOLA 1493 Princess Recond. $300, Capri 404 $335, Rhapsody 408 $365, Princess Royal $435, SEEBURG 222 $285, AY 160 $335, DS 160 $460, DS 100 $415, AMI-K-200 $250 **Crosse-Dunham & Co. 225 Wright Avenue "F" Gretna, La., 70053 Tel. 367-4365.**

250 BINGOS FOR EXPORT from Silver Sails to Broadway, also Used Bally Fruits Starting at $395.00 Jennings And Mills Machines And Parts Act Now Call Write Wire Nevada Fruit (slot) Mach. Co. P.O. Box 5734 Reno, Nevada 89503 702-329-3932 Anytime.

SALE: Jukeboxes, pinballs, arcade, guns, baseballs, Kiddie rides, European football machines. For Export: Uprights, bingos, consoles, slots and punchboards. Contact: **MYRON SUGERMAN INTERNATIONAL, 140 CENTRAL AVE., HILLSIDE, N.J. (201) 923-6430.**

Rock-Ola A-1 Condition: G/P 425, $695; Capri 404, 100 record, $365; Rhapsody 408, 160 record, $343 Budge Wright's Western Distributors, 1226 SW 16th, Portland, Oregon 228-7565

"Arcades are profitable, in shopping center, terminals, hotels, bowling alleys, discotechs, etc. We have the machines and know-how. Let us help you set yours up. Mike Munves Corp. 577 10 Ave, NYC, 212-279-6677."

POOL TABLES—Large selection of all makes and models available. Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices. Also large selections of pin games, shuffles, guns and music—Phone or write: EASTERN NOVELTY DISTRIBUTORS, INC. 3726 TONNELE AVENUE NORTH BERGEN, NEW JERSEY. 07047 (201) 864-2424

FOR SALE: Gottlieb: Ice Revue, King of Diamonds, Bank A Ball, Kings & Queens, Crosstown, Skyline, Thoro Bred (2 pl), Hi Dolly (2 pl); Williams: Apollo, Hot Line, Teachers Pet, Alpine Club, Pretty Baby (2 pl); Bally: Bazaar, Rocket III. D & L Coin Machine Co., 414 Kelker Street, Harrisburg, Penna. (717) 234-4731

FOR SALE: Spin Wheels $440.; Coronado Ball Bowler, triple chute, $825.; Hayburners $875.; Touchdowns $275.; Student Princes $520.; Ball Parks $465.; Apollos $280.; Deluxe Fun Cruises $150. Also large stock of bingos. New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel. (504) 529-7321 Cable: NONOVCO

RECONDITIONED BARGAINS: Wurlitzer 2910-7 $545.00; 3000-7 $645.00; Bolly Discotek (2 pl) $225.00; Rocket III (1 pl) $295.00; Surfers (1 pl) $345.00; Gottlieb Bank-A-Ball (1 pl) $195.00; Central Park (1 pl) $245.00; Fawn (21 col.) Mechanical Cigarette Machines $65.00. ..... Mickey Anderson Amusement Company, 314 East 11th St., Erie, Pa. 16503 Phone (814) 425-3207

FOR SALE: (6) Bolly Big Wheel Bingos $1295. each (With S.C. License) used less than 3 months. Modern Music, Inc., Dillon, S.C. (803) 774-2443

FOR SALE: RECONDITIONED—Seeburg LPC-1's $650, LPC480's $725, Electra $825, Fleetwood $650, LPC480's $725, Electra $825, Fleetwood Hay Burners $550, Gottlieb Cross Town $335, Dancing Lady $435, Moyfair $350, Happy Clown $260. OPERATORS SALES, INC., 4125 Washington Avenue, New Orleans, Louisiana (504) 822-2370

## RECORDS-MUSIC

We Can't produce all the Country Records, So we just make the best of it. Old time Country & Blue Grass—New Record Albums—Free Circular. Write UNCLE JIM O'NEAL, DEPT. C — BOX A — ARCADIA, CALIFORNIA 91006.

WANT: RECORDS, 45's and LP's Surplus returns, overstock cut-outs, etc. Call or Write: HARRY WARRINER AT: KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705, GR 6-7778.

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

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DLRS-DJ'S: IMPORTED RCDS FROM ISRAEL — From HATAKLIT RECORDS/Israel. From CBS RECORDS/Israel. Latest releases, popular and folk, LPs and EP's. Catalogs available. Call or write: Folk Music International, 56-40 187 St., Flushing, N. Y. 11365. Tel.: (212) 357-3490.

WANTED: MUSICIANS, SONGWRITERS, VOCALISTS, COUNTRY AND ROCK GROUPS, FOR OUR NEW RECORDING AND PUBLISHING FIRM: CHIME RECORD PRODUCTIONS AND RECORDING STUDIOS, 223 JERUSALEM AVE., HEMPSTEAD, L. I., NEW YORK 11550. (516) IV. 6-4767

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## EMPLOYMENT SERVICE

WANTED: Route Mechanic for Music and Bingos. Salary to commensurate with ability. Age is no hold back. This job is permanant with well established company. Contact Cole Henry, Star Amusement Company, 136 State Street, West Columbia, South Carolina. Telephone 256-1429.

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MECHANICS WANTED FOR MUSIC AND PINS. Salary commensurate with ability. Time and half for ever forty hour week. Liberal fringe benefits plus vehicle. Contact Amuse-A-Mat Corp., 123 E. Luzerne Street, Phila., Pa. 19124. Telephone 329-5700.

WANTED—YOUNG COIN MACHINE ENGINEERS Progressive manufacturer has openings in its expanding engineering department. R. T. Smith, D. Gottlieb & Co., 1140 N. Kostner, Chicago, Ill.

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